



C&D



CHEMIST AND DRUGGIST

MAY 31 1969

Holiday fixed?

Acriflex

will help to make it better

Now it's holiday time make sure your customers set off with a tube of Acriflex. This first aid antiseptic cream is the real standby for holiday mishaps. It soothes, cools, and encourages rapid healing. You can recommend Acriflex with confidence for burns, scalds, cuts, grazes, insect bites, skin infections, and severe sunburn.

In case you're busy – put Acriflex where your customers will see it, just to remind them.



Manufactured in England by
ALLEN & HANBURY LTD
LONDON E2

Acriflex

Trade Mark

ANTISEPTIC CREAM

Jane turns a deaf ear to certain stories.

Stories like the one about the three deaf men on the train It's not that Jane hasn't got as good a sense of humour as anyone else. She has. But she wears a hearing aid herself. Nobody realises, because it's so small and discreet. So sometimes she hears a joke which otherwise people would be too tactful to tell.

Jane's tiny hearing aid was made possible by a battery specially designed by Mallory. It is a Mallory Duracell —



a fraction of the size of previous batteries.

It is leakproof and its power does not fade away when it is not being used. So it is always there when Jane needs it.

All this makes life a lot easier for Jane. The qualities that make this battery ideal for Jane's

hearing aid make good reasons why you should be using Mallory Duracell in your photographic equipment too.

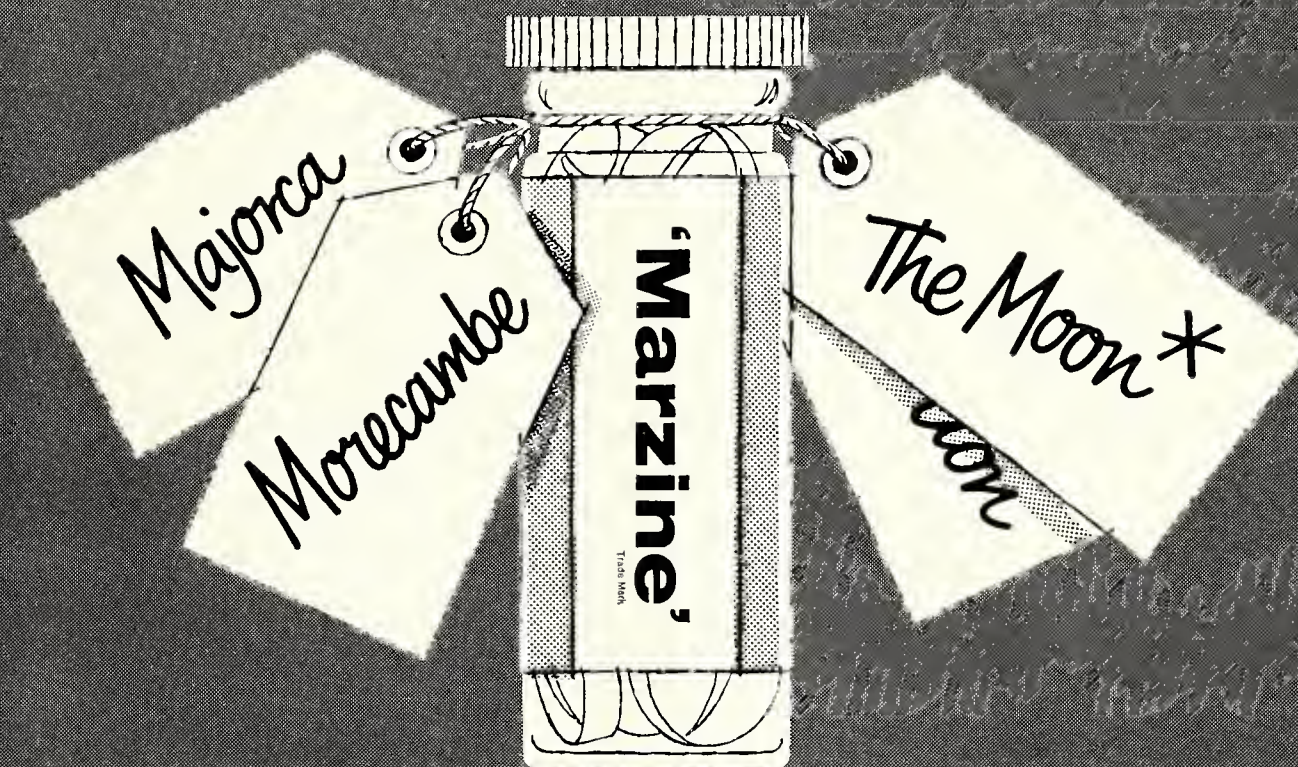
You expect a good thing like the Mallory Duracell to cost more.

Well, it does.

MALLORY BATTERIES LIMITED, Gatwick Road, Crawley, Sussex.

MALLORY DURACELL®

This summer
more people
are going
to need



So stock up now and enjoy this

EXTRA SUMMER BONUS

Available from June 1 to August 31

13 to the dozen on all
orders of 3 dozen or over.

5 dozen or more tubes of
'MARZINE' sent carriage paid.

On long and short journeys by land, sea and air this summer, millions will again seek relief from travel sickness — and find it in 'MARZINE'. Many new users also will be attracted by the forceful advertising appearing consistently in the mass circulating Daily Express, Daily Mirror, Sunday Express and leading women's magazines. Order more 'MARZINE' now — you'll need it!

** Seriously, spacemen on the Apollo missions do rely on 'MARZINE' (American: 'Marezine') to prevent motion sickness.*

'Marzine'

TRADE MARK

Retail price 3/- per tube of 10 tablets



BURROUGHS WELLCOME & CO.
(The Wellcome Foundation Ltd.) LONDON

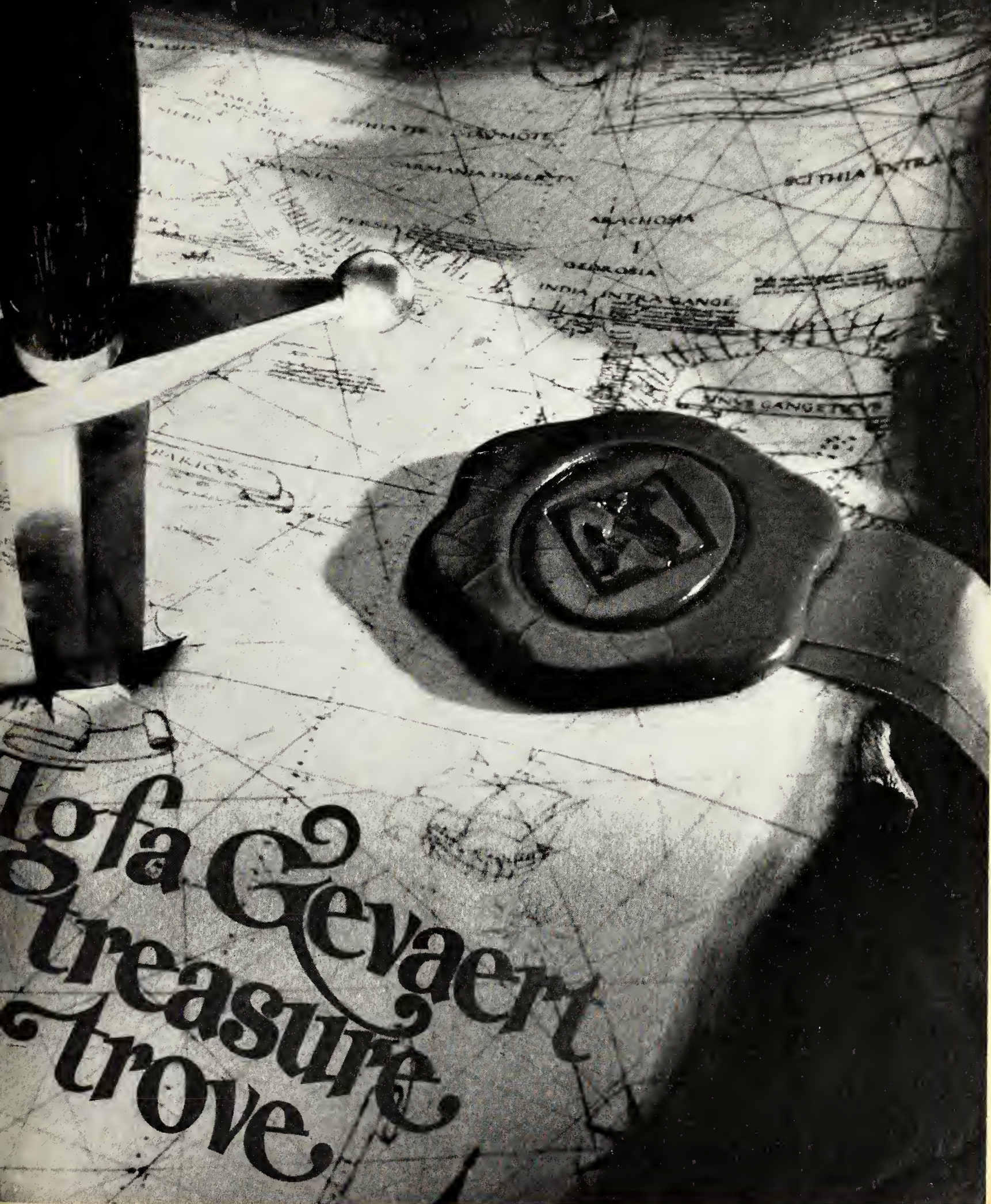


Great treasure island holidays to be won!

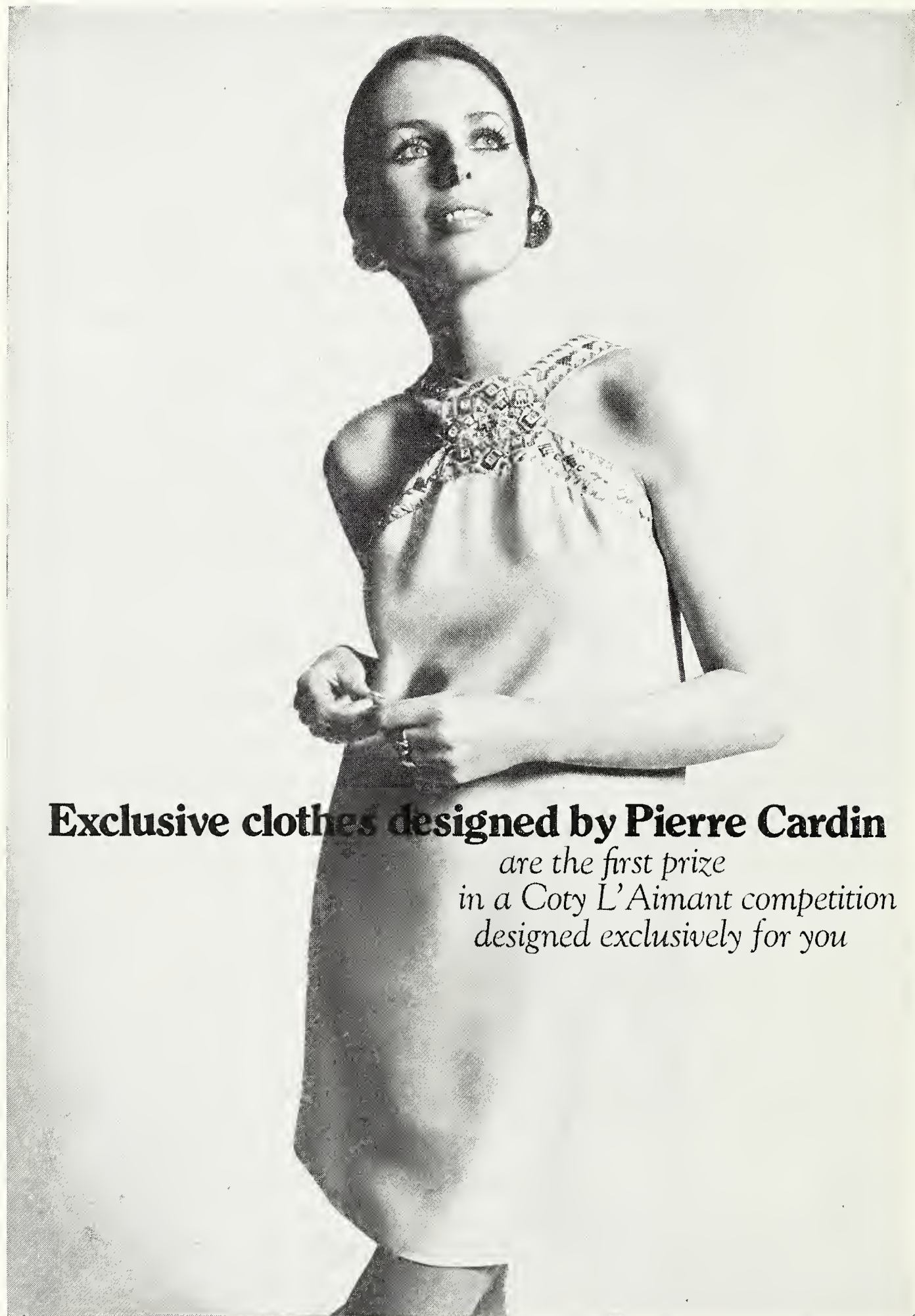
Yes—sunny, swashbuckling days on a pirate's paradise island await the lucky winners of Agfa-Gevaert's exciting Treasure Trove Competition. Full details—plus your

olde Treasure Mappe and treasure clues—will follow soon. So watch out, ye landlubbers!

AGFA-GEVAERT



**Agfa Gevaert
Treasure
Trove**



Exclusive clothes designed by Pierre Cardin
*are the first prize
in a Coty L'Aimant competition
designed exclusively for you*

Announcing the Coty L'Aimant Competition

Just answer five simple questions about perfume in general and L'Aimant perfume in particular. You stand to win £100 worth of clothes from the exclusive

Pierre Cardin collection.

This competition is open only to Dealers stocking the L'Aimant Grand Prix promotional display, and their Assistants.

The Coty representative will give you an entry form.

There are 50 Second Prizes of £5 Premium Bonds, and 200 Consolation Prizes of £1 Premium Bonds.

So make sure you have a display of L'Aimant.

This is the Ad that shows the clothes.

Coty are giving away a super Citroën DS 21 Pallas as the First Prize in their L'Aimant Consumer Competition. You and your customers can enter for this 'Grand Prix' but only you can have a chance of winning the £100 worth of Cardin clothes featured in the advertisement.

The L'Aimant Grand Prix

Win this gleaming, glamorous Citroën DS 21 Pallas. It's the fabulous first prize — the GRAND PRIX — in the Coty L'Aimant Competition.

It's remarkably simple. Just pick up an entry form where you normally buy your perfume. Match the different L'Aimant products to appropriate social occasions — and you're in with a chance. (Full details are on the form.) If the Citroën eludes you, there are hundreds of Consolation Prizes of L'Aimant perfume. Try it soon. The more you know and love L'Aimant, the better your chances of winning.



Shareho



ders



These are the films that we intend shall have the biggest share of the black and white market.

Except for FP4, that is.

FP4 already outsells any other 35 mm film.

We know we've got the best. It's not going to be long before all your customers know it too.

Pan F, with the finest grain and sharpest detail.

HP4, among the best films of its speed available anywhere.

Instant Load Cartridge film—supreme.

Second-to-none Selochrome.

Your shop is our market. We want you to get your share.

That's why we're offering more attractive terms. When you sell more film with more mark-up, it can only add up to more in the kitty—for you.



ILFORD

Ilford Limited, Amateur Products Division, Ilford, Essex.

A bright summer offer from

OVALL

for bumper summer sales



A super
tablecloth
for only 21

PLUS
4 FREE
matching
napkins

STOCK · DISPLAY · SELL . .

FINE

Another great Summer Promotion from Ovaltine. A super Irish woven tablecloth for £21/- plus 4 matching napkins FREE. There's bound to be a big demand for this exclusive Ovaltine offer.

It's yet another 'Big Three' promotion to boost your sales of Ovaltine, Nu-Choc Drinking Chocolate and Ovaltine's Instant Non-Fat Milk.

To obtain this exclusive Ovaltine offer, your customers will have to send in proofs of purchase from the Ovaltine 'Big Three'.

Offer closes August 31st, 1969.

For point of sale material (window bills and leaflets) see your Ovaltine representative or write to

Ovaltine Sales Office
Ovaltine Factory
King's Langley, Herts.
WD4 8LJ

And it's backed by
'BIG THREE' ADVERTISING—

**FULL COLOUR PAGE
WOMAN • WOMAN'S WEEKLY**

**HALF PAGE COLOUR
TV TIMES**

**FULL PAGE BLACK AND WHITE
RADIO TIMES**

Plus eye-catching display material.



THE OVALTINE BIG THREE

André Philippe



FOR QUICK AND REPEAT SALES

PLEASE write for prepaid order form

ANDRÉ PHILIPPE LTD., 71-71B GOWAN AVENUE, FULHAM, LONDON SW6

Tel: REN 2194/2397 Cables: "Andrephil", London.

'familia' SWISS BABY FOOD

something new and different

Familia Swiss Baby Food is rich with valuable nutritives and so smooth. An excellent cereal for babies over 6 months. Familia can be recommended with confidence for easing baby through the difficult changeover period from milk to solids.

G. COSTA & CO. LTD.,
Staffordshire Street, London, S.E.15.
(Sole U.K. Distributors)



Sales support through continuous advertising in the press.

TEEDA HAIR STRAIGHTENER

from this..to this

in **30** minutes

ORDER FROM
YOUR REGULAR
WHOLESALE
OR DIRECT FROM
TEEDA LTD.,
(Dept. J4),
63 Sth Molton St.
London, W1Y 1HH
Tel:
01-499 7282/3

Imperial Leather Soap

— Toilet Size

The revised recommended selling price of 1/4 — published on 26th March — does not apply to special offer packs which are over-printed 1/3½ and marked "2d. off recommended price" for sale at not more than 1/1½.

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EX-LAX PILLS
The modern way to deal with constipation.

new! **EX-LAX UNFLAVOURED PILLS**
THE MODERN WAY TO RELIEVE CONSTIPATION

EX-LAX PILLS
18 UNFLAVOURED PILLS

Now, here's a really modern way to deal with constipation.

This small pill.

WELCOME INSIDE LIBRARY

WeilMomec

Chemist along with family Chocolate Ex-Lax.

The Ex-Lax Company announces a completely new laxative:

New Ex-Lax Pills have been formulated specially for those people who prefer to take their laxative in a form other than chocolate.

Heavy advertising, which will launch the new Ex-Lax Pills, is now appearing in mass circulation Women's magazines and National Sunday Press.

Available from your De Witt representative on special introductory bonus terms or from your local wholesaler.



C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetics, and allied industries
*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 191

May 31, 1969

No. 4659

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ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Year Book and Buyers Guide, £5. Single copy 2s. 6d. (including postage).



MEMBER OF THE AUDIT BUREAU OF CIRCULATION

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Special Announcement

Total Beauty announce
that they are the sole distributors,
of their revolutionary new aerosol depilatory,
SPRAY-AWAY
which is now selling fast
in the Southern TV area
and leading London stores.

Total Beauty Limited

89a High Road, London, N.22.



C & D

CHEMIST AND DRUGGIST

Volume 191

MAY 31, 1969

No. 4659

“Action Group” Successes

MESSRS. R. C. B. Jones and M. E. Millward, champions of the Chemists' Action Group, secured places on to the Pharmaceutical Society's Council as a result of the 1969 election. Messrs. J. P. Kerr and J. E. Balmford take their leave, and the president (Mr. Albert Howells) dropped to fifth place among the seven returned.

Voting figures, as determined by computer and vouched for by the Society's accountants, were:—

ELECTED

ALDINGTON, Allen	5,119
BECKETT, Arnold H.	5,065
BLOOMFIELD, James C.	5,060
STEVENS, C. C. B.	4,486
HOWELLS, Albert	4,477
JONES, R. C. B.	4,092
MILLWARD, M. E.	3,976

NOT ELECTED

Porter, R. G.	3,876
Grosset, J. B.	3,738
Battersby, F.	3,503
Kerr, J. P.	3,432
Williams, I. H.	3,218
Balmford, J. E.	3,081
Vaughan, A. D.	2,869
Jones, W. H.	2,849
Gordon, M.	2,689
Lucas-Smith, E.	2,493
Evans, D. R.	1,976

Voting papers issued totalled 29,658. The number received by the accountants was 11,453, of which forty-nine were disallowed as invalid leaving 11,404 voting papers accepted as valid.

Fees up in 1970

AN increase in the Pharmaceutical Society's statutory fees can no longer be deferred, said Mr. H. Steinman (treasurer) at the Society's annual meeting on May 21. The fees had been held unchanged for five years—"no mean achievement in these days of rising prices." The small surplus in the general fund account in 1968 had come about almost entirely through sales of the British Pharmaceutical Codex, but three "lean years" were coming in which the surplus on the Society's publications would show a relatively small surplus. That part of the Medicines Act dealing with premises fees was not thought likely to come into operation until 1971, so the Council would be considering increases in both members' and premises fees. At the June Council meeting detailed expenditure

estimates up to 1972 would be considered. "We shall continue to scrutinise with the greatest care the way in which the Society spends its money." Dr. D. J. Gibson, Greenwich, asked that the membership fee be increased by a "minimal amount," the premises fee "considerably." Complaining about expenditure on the Dickson case, Mr. E. J. White, Westerham, expressed doubt about the quality of the legal advice given to the society, and alleged that the Council were "very brave with other people's money." Mr. Dickson, he suggested, should be granted a "Fellowship extraordinary" of the Society.

Lobby of M.P.'s

A MASS lobby of Members of Parliament on rural dispensing is being organised by the Chemists' Action Group. It will take place at Westminster at 3.45 p.m. on Thursday, June 12. In a letter to the C. & D., Mr. S. Blum (chairman of the Group) says the presence of every pharmacist is vital. The lobby will be covered by Independent Television News and the Press giving the profession a first-class opportunity to present its case to M.P.s and the public. Meeting place is the side of Parliament Square opposite the gate of the House of Commons at 3.30 p.m.

CONFERENCE INFORMATION

The ladies' excursion to the Gallaher's tobacco factory is now fully booked and no more applications can be accepted.

Levy Prospects

TRAINING levy could marginally increase over the next few years, says the Chemical and Allied Products Industry Training Board in its eighth bulletin. Long-term prospect is, however, that the levy may be reduced to a comparatively small level as the industry comes to accept that good training "has a pay-off." For 1969 the Board is introducing a system of "netting out" against grant.

Nielsen Index

AN estimate indicating an average weekly turnover in excess of £9 million for the peak Christmas period suggested that the retail pharmacist was well equipped to take advantage of increased consumer demand "wherever and whenever it happens, even in the face of extensive competition from other outlets," states the Nielsen Retailer Report, January-February. The report goes on to say, however, that it was not so certain of the ability of the retail pharmacist to compete successfully for those regularly purchased products which make a considerable contribution to customer traffic "a necessary prerequisite to sales of high priced commodities which are obtained less frequently, and sometimes on impulse, as and when the need



ABOUT TO TAKE ACTION: The Pharmaceutical Society's Branch Representatives' meeting sent a telegram to the Prime Minister on rural dispensing (see p. 482).

becomes apparent." There was little or no difference in the volume of cash sales during the January-February period compared with the previous year, notwithstanding the fact that price increases alone required a measure of increase to obtain a comparable sales volume. Turnover increases were also necessary, to offset demands made by selective employment tax and increased purchase tax. The average weekly turnover obtained by retail chemists during November-December 1968, and January-February 1969 was 3 per cent. and almost 2 per cent. respectively above the corresponding periods of the previous years. "In such a situation, a result indicating a sterling sales volume as good as last year is, for all practical purposes, indicative of a loss in volume of sales." The average weekly turnover during January-February was £7,728,000. Average weekly cash sales in pharmacies during the period were:— Large independents, £521; multiples, £456; medium independents £279; small independents £136. Average weekly N.H.S. receipts per shop for the various types were:— £419; £286; £261 and £167 respectively. The multiples were estimated to have obtained 37.5 per cent. of the total turnover for the period, whilst large, medium and small independents obtained 12.3, 21.7 and 28.5 per cent. respectively. During January independent pharmacies dispensed 67.3 per cent. of N.H.S. prescriptions (an average of 1,751 per shop per month), multiple pharmacies 32.7 per cent., (average 2,427 per shop). N.H.S. receipts accounted for 36.4 per cent. of the total turnover of multiples and 47.5 per cent. of independents.

Drug Abuse Law

SPEAKING to the Police Federation's conference in Blackpool on May 23, Mr. James Callaghan (Home Secretary), said that he was convinced that a single comprehensive law was necessary to deal with the drug abuse. There was little understanding, he said, of the underlying personal and social distress that could be caused by drug abuse and there was as yet little understanding of the underlying personal and social circumstances which lead to drug taking. "I want to pursue research into this. I am glad to find growing acceptance of my view that the present law is unsatisfactory. Much of it was constructed before we had a drugs problem; it has been patched from time to time to deal with major emergencies. But in the last year I have convincing evidence that new fashions of drug taking can easily find new gaps in our defences which cannot be plugged at present except by voluntary steps. I am convinced that we must have a single comprehensive law," he concluded.

Anaemia Therapy

ONE in four women of childbearing age in Britain is anaemic on the present medically accepted definition of the condition, according to a report "The Early Diagnosis of Anaemia" by Dr. G. S. Kilpatrick (senior lecturer in medicine, Welsh National School of Medicine). The report, published by the Office of Health Economics (price 2s. 6d.), finds also that although the prevalence is much lower in young men, it rises to about the same

level in elderly males. The author says that detection of anaemia is now easy, accurate and cheap using a battery-operated haemoglobin meter and can most economically be carried out by the family doctor. Ferrous sulphate 200 mg three times a day after meals is, he maintains, still the best form of treatment if only because it is the cheapest. Therapy should be continued for three months after the haemoglobin reaches "normal" levels so that body iron stores may be replenished. Although gastro-intestinal side effects of iron medication have been shown to be of psychological origin, Dr. Kilpatrick says that affected patients will probably stop therapy so that alternative preparations are indicated on occasions. It is recommended that folic acid, and iron be administered to all pregnant women, especially in the last trimester.

New Tax Rates

THE April Budget extensions of purchase tax to a number of items previously exempt came into operation on May 27. The items include paper handkerchiefs and towels, waterproof fabrics, oiled silk and face cloths at 13½ per cent. also pet foods at 22 per cent. The tax will not apply to towels made of dull brownish paper supplied in bulk to industrial users.

NEWS IN BRIEF

RESORCINOL and Vinyl chloride are included in a list of chemicals for which applications have been received by the Board of Trade for temporary exemption from import duty.

Charter Medallists of the Society

THE Pharmaceutical Society's Charter gold and silver medals for 1969 were presented at its annual meeting (see p. 482). The new medallists were Messrs. T. C. Denston and C. G. Drummond, respectively. The gold medal is awarded for outstanding services rendered by a member to the Society or, generally, in promoting the interests of pharmacy, and the silver medal recognises similar outstanding services locally.

THE PRESIDENT referred to Mr. Denston's influence in the profession as having "a rare permanence" with the "Denston standard" enshrined in the pharmacist's works of reference. After qualifying in

1925, Mr. Denston had become a lecturer in pharmacognosy, first at the Bradford School of Pharmacy and later at the Chelsea College of Science and Technology. Seconded to the Army medical department of the War Office in 1940, he had gone next to the directorate of medical supplies, Ministry of Supply, then the Penicillin Production Control. Appointed Editor of the British Pharmaceutical Codex in 1945, Mr. Denston became responsible for the 1949 edition. He had also been joint secretary of the Joint Formulary Committee that had produced the first National Formulary for use in the National Health Service. From 1949 to 1967 he had been secretary of the British Pharmacopoeia Commission and had seen to press three editions of the British Pharmacopoeia. Mr. Denston had also given service to the World Health Organisation's expert advisory panel on the International Pharmacopoeia; European Pharmacopoeia Commission; International Pharmaceutical Federation; Standing Pharmaceutical Advisory Committee of the Ministry of Health; Committee on Safety of Drugs; chemical divisional council of the British Standards Institution; and boards of examiners of the Pharmaceutical Society.

When presenting the silver medal to Mr. Drummond, Mr. Howells said the



Mr. Drummond receives the silver medal.



Mr. Denston accepts the gold medal from the president.

recipient stood for all that was best in the general practice of pharmacy. He had clearly demonstrated that realism and what some would call idealism could be combined. Mr. Drummond saw "responsibility", as the foundation stone of pharmacy. "It is because he has discharged his own responsibilities with such distinction that we seek to honour him tonight."

Mr. Drummond, who qualified in 1925, served as secretary of the Edinburgh and South-eastern Scottish Branch 1936-49, was its chairman 1957-59 and a member of the committee for over thirty-five years. He was local secretary to the Edinburgh meeting of the British Pharmaceutical Conference in 1938.

IRISH NEWS

Stole Drugs

PROSECUTING counsel at Dublin Circuit Criminal Court on May 16 said that if evidence were heard in the case before it the public would be frightened at the extent of "drug pushing." Gerald Griffin (aged eighteen), Ballyfermot Road, Dublin, pleaded guilty to six counts under the Dangerous Drugs Act. He was charged with, on July 13, 1968, breaking into Ballyfermot dispensary and stealing 500 Dextedrine tablets, 500 Dextedrine Spansules, 500 Drinamyl tablets, fifty morphine ampoules and a copy of *Mims*. He was also charged with, on August 28, possessing pethidine, morphine and Pethilorfan; and with unlawfully distributing six ampoules of morphine to four other people. Judge Deale, adjourning the case, said it would be impossible to deal with it without medical evidence.

IRISH BREVITIES

THE REPUBLIC

THE milk conversion factory of Glaxo Laboratories (Ireland), Ltd., at Loug Eghish, co. Monaghan, now rated one of the most modern plants in Europe, is due to have its £1 million extension officially opened later this year.

SPORT

Golf

SHROPSHIRE AND MONTGOMERYSHIRE PHARMACEUTICAL GOLFING SOCIETY and WORCESTER AND BIRMINGHAM PHARMACEUTICAL GOLFING SOCIETY: A meeting was held at Ludlow golf club on May 18. *Results: Nine hole medal*, T. Cartwright 42 (5½) 36½. *Best net score for the Glyn Howells trophy*, P. Lloyd, Birmingham 89 (12) 27. *Best gross score*, K. S. Watson (Dista Laboratories) 83 (9) 74. *Abbott Cup*, K. S. Watson. The Glyn Howells trophy was an anonymous gift from one of the Society members.

ULSTER CHEMISTS' GOLFING ASSOCIATION. Results of a Vestric prize day at Clandeboy golf club on May 21 were:—1, N. Miller, 42 pts; 2 T. Murphy, 38 pts. *Section A*. D. Clements, 36 pts; D. Coffey, 34 pts; J. Campbell, 33 pts. *Section B*. J. Hogg, 37 pts; S. Purce, 34 pts; H. McIlhinney, 33 pts. *Section C*. J. Farrelly, 33 pts; E. McCann, 32 pts; H. Brown, 32 pts. Major F. A. McMullan (captain) presided. Prizes were presented by Mr. F. Morrison (manager, Vestric, Ltd., Belfast).

IRISH CHEMISTS' GOLFING SOCIETY. A new sponsor, Squibb (Ireland), Ltd., has taken over from Evans Medical (Ireland), Ltd. First prizes from the new sponsor were presented at the Society's outing to Woodbrook on May 8 at which more than forty players competed. Mr. John O'Grady (managing director) presented the prizes at supper accompanied by another member of the board, Mr. John Fitzgibbon. *Results (Stableford): Class 1*: 1, T. J. Lynch (7), 36 points; 2, T. Hogan (11), 35 points; 3, R. Tierney (9), 34 points. *Class 2*: 1, K. Banks (13), 38 points; 2, Sean Carroll (13), 37 points; 3, E. O'Grady (14) 35 points. *Best score on first nine holes*, E. Rogers; *on second nine*, A. C. Hennessy. Next outing is the annual four-day outing May 25-28, first day at Waterford, other three days, Tramore. Intending participants who have not booked should immediately inform Mr. T. J. Lynch, 56 Albert Road, Glenageary, co. Dublin.

Topical Reflections

By Xrayser

Fewer Prescriptions

Figures issued by the Department of Health and Social Security show that there has been a drop of 14 million prescriptions in the period July 1968 to January 1969, compared with the same period in the previous year (before the reintroduction of the prescription charges). That there has been a general reduction is patent to those whose job it is to dispense them. The Secretary for Social Services, in making the figures public in the House of Commons (p. 455), said in answer to a question from Dr. Shirley Summerskill that statistics were insufficient to show whether patients were prevented by charges from receiving treatment or whether doctors had previously been prescribing needlessly. He thought both possibilities were there. A third possibility has been evident in my own experience, namely that the average number of items per form has fallen, and that seems to me to be a more likely factor than Mr. Crossman's second alternative in regard to needless prescribing. The doctor may be forced to consider the problem of reduced income during illness, or even normal income of those still at work. Three items mean an outlay of 7s. 6d., and the physician may feel compelled to eliminate one of those items — a useful adjunct in treatment perhaps though not so vital as the other two. There is no question of prescribing needlessly in such an event, and when circumstances lead to such a decision the treatment ceases to be comprehensive. A financial barrier is introduced which, though not complete, one can only regard as reprehensible. But that is only one aspect. That a Secretary for Social Services should find himself compelled to admit that statistics were insufficient to show whether patients were prevented by charges from receiving treatment, though he suspected the possibility was there, was a public confession of the injustice of the reimposition of the charges. A health service can never be described as "national" if there is a deliberately imposed financial barrier on even a small section of the community.

Education

The series of excellent articles concerned with pharmaceutical education illustrates the progress that has been made since my own experience as a student forty or more years ago. The course of study at that time, for those fortunate enough to be in one of the larger cities, consisted of attendance at evening classes on three nights a week during the winter session, and that after a hard and tiring day in the pharmacy, where the duties were many and varied. One found oneself one of a large class attending to absorb chemistry or physics in the company of many who had no connection with pharmacy. Botany also was offered, with the added attraction of what was attractively described as a "ramble." After three or four years of such labour, one proceeded to a school of pharmacy that bore little resemblance to the university of the present day. The course might, I suppose, be described not unkindly as a "cram" course, though it must be recognised that there was no other way of imparting the enormous assembly of facts that we were expected to know on the day of reckoning. Yet the facts have been useful through the years, and it is surprising how many have been indelibly fixed on the mind. As Professor A. R. Rogers writes (p. 441) that was training rather than education, and the product of today is at least "exposed" to education in a manner denied to his ancestors.

Post Experience

I was most interested to learn in Professor Rogers' article of the courses provided in Edinburgh. Ideally, such post-graduate instruction should be taken at regular intervals, so that the standards required may be refurbished before time makes the process insurmountable. Not all are fortunate enough to be able to attend such courses, even if the desire were there, but opportunities are becoming increasingly available. Those responsible for education are to be commended for the work so readily undertaken.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

President Outlines Plans for "No. 17"

PLANS to develop the Pharmaceutical Society's headquarters building in Bloomsbury Square were announced by THE PRESIDENT (Mr. A. Howells) at the annual meeting on May 21. Promise of an office development permit (see *C. & D.* May 17, p. 437) gave the Society a unique opportunity, he said, to perfect its headquarters accommodation and to develop the site profitably. Broadly, the scheme was to preserve the historic building on the corner of the Square and to build new offices alongside it on the Bloomsbury Square frontage. That would consolidate in one unified structure the offices and laboratories at present scattered over the site. The remainder would then be developed as offices, flats and shops. THE TREASURER (Mr. H. Steinman) said that the grant of a development permit increased considerably the value of the site. "We now have a wonderful opportunity to improve the Society's headquarters and at the same time to have a property investment of great value." Development of the remainder of the site would finance the improvement and extension of the Society's headquarters and should provide additional permanent income for the Society.

Points from President's Speech

REGIONAL ORGANISATION: The Society has the responsibility, in co-operation with the schools of pharmacy, to provide the means whereby pharmacists can continue their pharmaceutical studies after graduation. Post-graduate courses accessible to all members are an important feature of this work.

PROFESSIONAL CONDUCT: A complete review of the statement has been carried out and a number of omissions and alterations suggested to reflect changed social conditions. The document is being submitted to legal advisers and should be with the branches in the 1969-70 session.

PLANNED PHARMACEUTICAL SERVICE: A document has been sent for comment to the executive bodies of the Co-operative Union, Ltd., Company Chemists' Association, National Pharmaceutical Union, Pharmaceutical General Council (Scotland) and the Society's Scottish Executive.

CONFERENCES: Twenty-eight countries have responded to the Society's invitation to a Commonwealth Pharmaceutical Conference in London in June. One thousand delegates from fifty countries are expected at the International Conference of Pharmaceutical Sciences in September.

Members' Comments on Report

DR. D. J. GIBSON, Greenwich, congratulated the Council on its prompt action on rural dispensing. Why, he asked,

had it not welcomed the Medicines Act provision for Scotland that partnerships owning pharmacies should consist only of pharmacists? Dr. Gibson complained that labels of some "ethicals" did not disclose the vehicle used (important when they were being diluted). Finally he hoped that the Statement on Matters of Professional Conduct would, after revision, allow the pharmacist to accept pregnancy-diagnosis samples as an independent professional man and not cause him to act as "the physician's cook." DR. G. MACMORRAN (resident secretary in Scotland) replied that, in Scotland, partnerships (often of husband and wife for tax purposes) would have been penalised if the partners had all to be pharmacists: for limited companies there was no such requirement.

Sorry Performance

WHEN Mr. G. M. FOX went to the microphone to present a motion standing in his name he had to read it himself, the president having declined to do so on the grounds that its wording was discourteous to those present. The motion

called on the meeting to rate the annual general meeting of the Society as "of less value to the community than a Royal Variety Command Performance." Mr. FOX had proceeded to liken the president to a compère and the treasurer to a juggler, when he was interrupted by a number of members throwing doubt on whether the motion was in order. THE PRESIDENT said it had been properly submitted and had to be accepted. MR. FOX continued "for a further three minutes." He declared that the annual meeting was just a rubber stamp on the activities or inactivities of the Council during the previous twelve months. Why was it never held in the provinces? The Council was elected by only 20 per cent. of the members: how could it expect to represent the membership? There was no provision for referendum. That was necessary in respect of the revised Statement on Matters of Professional Conduct. "It is time we had a democratic constitution." No other member rose to speak and when the motion was put to the meeting, only one hand, apart from the mover's, went up in support of it.

BRANCH REPRESENTATIVES' MEETING

Rural Dispensing: A Wire to Premier

Unanimous call to limit doctors' grip on rural dispensing. Demands also for closer controls on medicines sampling and the security of prescription forms in doctors' surgeries

A VOTE to send to the Prime Minister a telegram deploring Mr. Crossman's surrender to the medical profession over rural dispensing was taken unanimously at the meeting of Pharmaceutical Society Branch Representatives in London on May 22.

Text of the resolution was:—

We, the Branch Representatives of the Pharmaceutical Society of Great Britain, meeting in London today, and representing Britain's 30,000 pharmacists, unanimously express our grave concern at the absence of positive government on the issue of rural dispensing.

We strongly deplore the fact that, after three years of painstaking negotiations, the Secretary of State for Social Services has permitted the medical profession to veto an agreement freely entered into by that profession's own negotiators.

The welfare of patients, which was the basis of the negotiations and the agreement, has thus been sacrificed to a sectional interest. We are resolved to oppose the Secretary of State's decision which perpetuates an intolerable injustice to the public and pharmacy alike.

We call upon you to govern—and re-

move an indefensible anachronism in the National Health Service.

A copy of the telegram is being sent also to the British Medical Association.

Suggestion for the telegram came from MR. E. IBBOTSON (Reigate and Redhill). It arose during the discussion on a Sheffield Branch motion calling on the Council and Central N.H.S. Committee for continued pressure on the Department of Health and Social Security to permit doctors to dispense only in situations where patients were prevented by distance or inadequate communications from getting to a pharmacy. In proposing it, MR. S. DURHAM had said that, though the motion had been formulated before the Minister's decision, he did not feel it had become irrelevant. The Council should be left in no doubt of members' feelings on the subject. Seconded by MR. W. F. PATTERSON said that the matter was of concern to city pharmacists as well as those in the country. On the outskirts of Sheffield, in an area in which there were three pharmacies, two town doctors were dispensing for patients in outlying villages.

MR. A. F. POWRIE (Norwich) appealed



Members assemble for the meeting of Branch Representatives.

to every pharmacist to protest to their Member of Parliament, as asked. In Norfolk a special meeting had been immediately held and a subcommittee formed to meet local M.P.'s during the Whitsun recess. MR. C. E. EVANS (East Metropolitan), dubious whether letters alone would produce a result, said that, through the pharmaceutical Press, he was calling for retaliation by suspending "NP" labelling of drugs.

A campaign was needed, urged MR. F. BATTERSBY (Cambridge and Huntingdon) to gain public sympathy. In support of his contention he cited from a recent issue of *The Guardian* a letter congratulating Mr. Crossman on a "wise decision."

A record of complaints made to chemists by members of the public about doctors' dispensing was suggested by MR. G. D. GUTTERIDGE (Folkestone). To succeed in their aim, he stressed, pharmacists must be prepared to give a better service than the doctors were doing.

Better than emphasising inadequacies in doctors' dispensing, said MR. R. M. HALL (Northampton), might be to concentrate on persuading the Minister that pharmacist dispensing was preferable because, while strict watch was kept on pharmacists, dispensing doctors had an incentive to maximise their returns by prescribing the most expensive drugs.

MR. D. R. EVANS (Cardiff) thought the real fight was not with the Minister but with the British Medical Association. He saw nothing in the Society's charter to prevent the Society from becoming more aggressively organised. MR. C. P. HOWELLS (Southend-on-Sea) said that, until they threatened to resign, doctors had been treated in the same way as pharmacists. Before the Minister would listen to pharmacists they would have to be equally militant.

MR. J. R. PHILLIPS (Bournemouth) said he had been told by his M.P. that a Conservative government would probably have had to take the same course as Mr. Crossman. The alternatives for pharmacists were of persuading the Government to influence the doctors or of influencing the doctors direct. It was obvious which course would have to be taken. For that reason the telegram should go to the B.M.A.

From the platform MR. J. P. KERR (chairman of the Practice Committee) declared that, though pharmacists had lost a battle, "no one should go away from this meeting thinking we have lost the war."

Doctors intended to secure for themselves not only rural dispensing but dispensing in the fringe areas of cities. In the House of Commons a motion had been tabled calling on the Secretary of State not to amend the National Health Service Regulations, 1966, and recalling the decision of his predecessor that a complete pharmaceutical service could be provided only by pharmacists. If enough signatories could be obtained for a petition it should be possible to get the subject debated in the House. First, however, Mr. Crossman might try to get the two sides together. It was still the policy of the Department that pharmacists should dispense, and during the previous weekend Mr. Crossman had agreed that pharmacists were right.

Methods of approach must be tackled in the right sequence. First, the usual parliamentary route must be tried. Refusal to implement the "N.P." labelling proposals would serve only to display annoyance without gaining the point.

The Women's Institutes might be brought to pharmacists' side by an amendment to their previous resolution in support of the doctors. Recording complaints against doctors would be useful provided people would be prepared to come forward as witnesses. To fight the B.M.A. would be a serious—and therefore perhaps the ultimate—step, for the denigration of another profession was a delicate matter.

The motion to send the telegram was, as stated, unanimously carried.

Stolen Prescriptions

Rural dispensing was also the subject of a motion put by MR. D. R. DAVIES (Romford). It called on the Society, with the appropriate authorities, "to try to ensure safer distribution of prescriptions from doctors' surgeries." Safety in handing out prescriptions had a bearing on all aspects of dispensing, and that must be brought home to the B.M.A. MR. KERR, from the platform, said the motion was not a proper subject for discussion that day. The Council would be prepared to resume discussions with the B.M.A. but not, at present, with the Ministry.

In his area, said MR. E. J. W. CUER (Worthing and West Sussex), pharmacists had recently been asked — "as if they did not have enough to do already" — to look out for certain stolen prescriptions, "and all because doctors were unwilling to look after them." There were doctors' surgeries in Worthing where it was easy for an

outsider to pick up completed prescriptions. A similar situation obtained, said MR. J. WILLIAMS, in Aylesbury. A lead must come from the Society before individual members could effectively protest at such carelessness.

The motion was carried.

Planning : Local and National

Outline schemes from Branches, in conjunction with their local Executive Councils, for a planned pharmaceutical service in their area were called for by MR. K. JENKINS (West Hertfordshire). Local conditions, he thought, might pose insuperable problems if dealt with from headquarters.

THE PRESIDENT pointed out that a decision to co-opt representatives of interested bodies on the Committee on Planned Distribution had already been taken. Only at local level could policy be implemented, but there must first be an opportunity to consider the Committee's recommendations.

MR. BATTERSBY pointed out that the medical services in a district must also be considered. The motion should be supported, he urged, as the Branches could provide useful information to the Committee. MR. E. C. EVANS said that Executive Councils should be given the power to refuse N.H.S. contracts to pharmacies opening within one mile of a health centre or group practice. That was a necessary prerequisite to a planned pharmaceutical service. MR. G. K. BENTON (Lincoln) moved an amendment to add the words "and other bodies" after "Executive Councils" in the motion, so as to widen its scope. The amendment was accepted by the proposer and carried. So was a further amendment put by MR. D. C. MAIR (a member of the Scottish Executive) to restrict the motion to an expression of active support for the Council.

The motion as amended was carried.

MR. M. A. TAIT (Isle of Wight) put a motion from his branch calling for an economic survey unit to find out where a viable service would be possible in areas where none existed at present. THE PRESIDENT explained that that had been one of the first problems to be tackled by the Committee on Planned Distribution and the motion was lost.

Medicines Containing Poisons

Distribution by unqualified people of medical preparations containing Part I

poisons was the subject of a motion put by Mr. J. WILLIAMS (Aylesbury). It called upon the Council to press for legislation to control the supply of medical preparations as samples. No objection, he said, could be raised to doctors receiving samples, but preparations containing poisons should be distributed only by qualified personnel.

Mr. KERR pointed out from the platform that regulations under the Medicines Act would prevent the distribution to the public of samples of medicines containing poisons. The last time the Society had met the B.M.A. on the subject that body had said it would brook no restrictions on samples to doctors—one could guess why. Mr. GUTTERIDGE drew attention to the leaving of samples on hospital wards by visiting representatives. That made more difficult the control of distribution by the pharmacist. The motion was passed.

Segregating Poisons

Segregation of Part I poisons in the pharmacy so as to be under the full control of a pharmacist was proposed by Mr. A. R. MOORE (Worthing and West Sussex). If pharmacists wished to retain their monopoly they should exercise close control. With the reimposition of prescription charges a continued increase in self-medication was probable.

Seconder Mr. F. W. BROWN said that segregation of the products would make staff realise they must not sell Part I poisons if the pharmacist were absent, and would impress on customers that goods sold from the reserved area should be treated with caution. The Society's inspectors, said Mr. D. F. LEWIS (secretary and registrar) had consistently advised pharmacists to segregate poisons, and the motion was also in line with the Council's view that no medicines should be available to the public on a self-service or self-selection basis. Within the next two weeks it was hoped to send out a letter to members setting out the Council's views. The motion was carried.

"Names, Not Numbers"

The use of letters and numbers for pharmaceutical presentations was condemned in a motion put by Mr. W. K. PRESTWICH (Leeds). One of the pharmacist's most important responsibilities, he said, was to ensure that the patient received what the doctor intended. With so many letters and numbers being used, that was becoming increasingly difficult. Non-ethical proprietaries were also being given numbers instead of names. The problem was especially acute when the doctor could not be contacted by telephone.

Mr. KERR promised that the Practice Committee would again take up the matter with the Association of the British Pharmaceutical Industry, bearing in mind also that some manufacturers were not members of that body.

That some advertisements in the Society's journal degraded the professional status of pharmacy was asserted by Mr. A. H. BOWRIE (North Staffordshire). If individual members were to be

expected by the Council to subordinate their business interests to professional ones, then the same considerations should apply to the Society. The Publications Committee chairman (Mr. E. A. BROCKLEHURST) replied that Council policy was strict as to advertisements for medicinals but that any other products that were "traditional" to pharmacy could be advertised in the journal. Such advertisements were "vetted" by the office and then considered by himself. He did not agree that certain advertisements that had been mentioned were degrading, but promised that extreme care would be taken in future. The motion was carried.

In a second motion from North Staffordshire Mr. C. E. TURNER urged that the journal should publish more articles originating from the Department of Pharmaceutical Sciences. Mr. BROCKLEHURST said he was happy to accept its principle. A practical course of applied pharmacology in the degree course was called for by Mr. G. THOMAS (Bedfordshire). Final-year pharmacy students should be seconded to an acute hospital, he said, where they could make contact with the medical and nursing professions and discuss drugs at the point of use. Such training would help the student after qualifying.

PROFESSOR A. H. BECKETT (chairman of the Education Committee) said that certain aspects of what was called for were already being covered in some courses. A subcommittee had been formed to deal with the problem of applied pharmacology. The motion was carried.

Mr. D. J. MORL (Romford) proposed that all materials described as being B.P. or B.P.C. should be suffixed with the relevant year of publication. Mr. LEWIS replied that the provisions of the Medicines Act, and the regulations to be made under it, would seem to cover the points raised in the motion.

An Aylesbury Branch motion calling on the Society to seek an amendment to its charter so as to be able to take a more active rôle on behalf of its members was defeated, Mr. LEWIS having explained that the charter did no more in

law than incorporate the Society as a body acting in the public good. There could be no grant of a charter that would override statute law or common law. In the Dickson case it had been decided that the Council's motion on restriction of goods in pharmacies to traditional lines was both outside the terms of the present charter and a restraint of trade.

Not Accepted

A West Hertfordshire proposal to restrict the Society's activities to those which paragraphs 18 and 19 of the Report on the General Practice of Pharmacy described as "professional" was lost. So was a Folkestone Branch suggestion to allow concessionary rates for the Society's journal to women pharmacists who did not intend to practise, Mr. STEINMAN having explained that a concessionary £5 5s. rate was already available to persons working less than thirteen weeks in each year.

Bristol Branch lost a motion demanding sufficient time for discussion of every resolution at Branch Representatives' meetings. The proposal involved use of time before the annual meeting on the previous day, and that, said Mr. J. C. BLOOMFIELD (chairman of the Organisation Committee) would be costly, requiring both hire of room and payment of representatives' overnight costs.

Reading Branch lost its call for the election of Council members on a regional basis to be further considered.

Medway Branch failed to get support for a motion urging no change in the law relating to sales of antihistamines, Mr. LEWIS having said that there had been no suggestion that pharmacists were not applying the requirements.

Two motions were withdrawn — Lincoln's relating to the Green Paper on the Health Services (that having been overtaken by events) and Leeds' on conditions for post-graduate practical training (after Professor Beckett had disclosed that a document on the subject should be ready for publication by August).

Bahamas Holiday for a Chemist

WINNER in a Jordan toothbrushes luxury holiday competition, open to chemists all over the country, the top prize an eleven-day holiday for two in the Bahamas, was won by Mr. P. F. Burke, North Queen Street, Belfast, shown receiving his prize from Mr. John Murphy (chemist division sales manager, Wilkinson Sword, Ltd., United Kingdom distributors of Jordan toothbrushes). Minor holidays were won by H. A. Chappell, Shepperton, Surrey; Joan Syer, Tamworth, Staffs; H. S. Olswang, Sunderland; B. Thomas, Hebdenbridge, Yorks; Doris Rowe, Watford, Herts; L. Schofield, Oldham, Lancs; M. Hurtle, Hailsham, Sussex; D. Donawa, Dundee; M. Livingstone, Wednesbury, Staffs; G. A. Walker, Hull; Mrs. C. J. Sweet, Chalfont St. Peter, Bucks; G. T. Currie, London, N.W.6; H. B. Tonks, Nelson, Lancs; A. Cole, Felixstowe, Suffolk; W. Nicholas, Swansea; J. Ashurst, Atherton, Manchester; E. Kallmer, Ashford, Middlesex; E. Tomlinson, Morecambe, Lancs; D. Foots, Fulwood, Lancs; and A. Dennis, Mansfield, Notts.



Commons Motion on Rural Dispensing

A MOTION on rural dispensing, tabled in the House of Commons on May 20 by Mr. Tim Fortescue (member for the Garston division of Liverpool), had already been signed by six members of Parliament. The president of the Pharmaceutical Society gave that information at the Society's annual meeting on May 21 (see p. 482). Four of the signatories were from the Opposition, two from the Government side. The motion was in the following terms:—

THAT this House notes the decision of the Secretary of State for Social Services not to amend the National Health Service (General Medical and Pharmaceutical Services) Regulations 1966; recalls that his predecessor stated publicly that these regulations should be amended as agreed by representatives of the pharmaceutical and medical professions; and calls upon him to reconsider his decision so that the best interests of patients in rural areas may be served by ensuring that their prescriptions are dispensed by pharmacists whenever possible.

Mr. Fortescue had tried previously on several occasions, said the president, to raise the question of dispensing in rural areas in the Whitsuntide adjournment debate. Procedural difficulties prevented him from saying all he had intended. Pharmacy must see to it that the matter was not allowed to drop, and he appealed to members of the Society to encourage their M.P.'s to support the motion. MR. DENGAR EVANS, Cardiff, maintained later that the fight was with the British Medical Association rather than the Minister.

In Parliament

BY A MEMBER OF THE
PRESS GALLERY,
HOUSE OF COMMONS

Prices of Toiletries

THE report by the Prices and Incomes Board on manufacturers' prices of toilet preparations is expected shortly, said MR. ROY HATTERSLEY (Under Secretary of State) on May 22. He was replying to questions by MR. W. J. MOLLOY, who had referred to recent increases in prices of confectionery and toiletries.

Mr. Hattersley pointed out that the Board had reported in July 1968 on costs and prices in the chocolate and sugar confectionery industries, and he understood that price increases introduced since that report were consistent with the Board's recommendations.

MR. MOLLOY suggested that the persistent increases in the prices of such goods was causing annoyance to housewives. "They think, because of the prices and incomes policy, that someone is cheating somewhere." SIR GERALD NABARRO pointed out that the Chancellor of the Exchequer had more than doubled the purchase tax on certain toiletries and had greatly increased the tax on all the articles referred to.

Slimming Pills

MISS J. LESTOR asked the Secretary of State for Social Services, in view of the banning of the drug chlorphentermine in West Germany and Sweden, if he would ensure that similar slimming pills on sale in the United Kingdom were not injurious to health. MR. RICHARD CROSSMAN (Secretary of State) in a written reply on May 22 said that following the withdrawal of certain anti-obesity products from the market in West Germany and Sweden, the Committee on Safety of Drugs considered the need for action in this country. The Committee had no evidence suggesting that chlorphentermine was injurious to health, but it had nevertheless drawn the attention of doctors to the reports from West Germany and had asked them to report any cases of pulmonary hypertension following treatment with appetite suppressants. There was evidence that pulmonary hypertension was associated with the use of aminorex, the second product concerned, and in September, 1968 the Committee declined to release it for clinical trial. The third drug, cloforex, was not on the market in the United Kingdom.

"Company A"

Following up his request for information concerning price reductions by "Company A" (see C. & D., May 24, p. 460) MR. L. PAVITT asked for the dates upon which the various percentage reductions took effect. In replying MR. CROSSMAN on May 20 indicated that the date for the following reductions were yet to be announced but they were being made retrospective on purchases for the National Health Service:—Aldomet, 6 per cent.; Decadron, 10 per cent.; Hydroderm, 10 per cent.; Hydromet, 6 per cent.; Hydrosaluric, 10 per cent.; Hydrosaluric K, 10 per cent.; Indocid, 5 per cent.; Saluric, 10 per cent.; and Trypitzol 25 mg, 5 per cent.

Expenditure on Drugs

CAPTAIN H. B. KERBY asked the Secretary for Social Services if he would state the expenditure by the National Health Service on drugs for the last ten years showing the percentage supplied by pharmaceutical firms of foreign origin and the percentage liable to fixation of prices under foreign patent laws.

MR. J. W. SNOW (Parliamentary Secretary), in a written answer on May 23, gave the following statistics and said he was not aware of any fixation of prices under foreign patent laws:

		Ingredient cost (England and Wales)	Percentage by overseas companies
1961	...	43.9 million	71
1962	...	47.6 million	72
1963	...	51.9 million	72
1964	...	59.0 million	71
1965	...	70.7 million	69
1966	...	78.6 million	69
1967	...	84.3 million	69

Points from Replies

Hospital equipment purchased for the National Health Service totalled £24.5 million in 1959-60 and £51.9 million in 1967-68. (Mr. Crossman, May 22).

The question of eligibility and scope of the Queen's Award to Industry is being reviewed. An announcement is being made later in the year (The Prime Minister, May 22).

£2 million of the £10 new revenue from increased rates of duty for wine is expected to be yielded by British wines (Mr. Harold Lever, May 22).

Orkney Executive Council has been asked for its views on the flying doctor service in ten of the outer islands (Mr. Bruce Millan, May 21).

Legal Reports

Tablets on Forged Document

CHARGED with obtaining thirty Mandrax tablets from D. Dailey, chemists, 76a Fore Street, London, N.9, on May 6 by means of a forged instrument, Carol Ann Higdon, aged twenty, described as a tailor, St. Albans, and machinist Linda Diane Wakefield, St. Albans, were each remanded on their own bail of £20 with a surety each of £50 until May 13. Two young men who appeared with them, Rodney Cook and Peter King, both of Edmonton, and both unemployed, were each remanded on their own bail of £20 until the same day.

Opium Theft

SECURITY arrangements for opium in transit by Air India were criticised by the chairman of Middlesex area sessions when he sentenced two employees of the company to seven years' imprisonment recently. The warehousemen, Jarnail Singh Nagra, and Harmohan Singh Sidhu, both of Hounslow, Middlesex, had pleaded not guilty to stealing a 12st. 10lb. crate of opium. Sidhu was alleged to have taken the crate from a warehouse in an Air India van. On the commercial market the opium was valued at only £425 but, said the chairman, in the wrong hands "it could have been made into a million, or possibly two million doses of dangerous drugs." He demanded that the Director of Public Prosecutions should bring to the airline's notice the way in which "this potentially devastating commodity" had been stored at the airport. Later, Air India said they had made a thorough overhaul of their security system since the theft.

Society's Agent

AN agent of the Pharmaceutical Society told a drug store owner that she was "in trouble" and did not want to have a child. The drug store owner supplied her with a drug but she told him it did not work. He later offered to arrange for an injection to cause a miscarriage. John E. Brett, Tolworth Rise, Surbiton,

admitted four charges at the South West London Sessions on May 23, of supplying poisons to procure miscarriages, and asked for eleven other cases to be considered. Brett told a police officer "I don't do this for money. I like to help people. I am prepared to do anything to stop people having children they don't want."

Brett was fined £50 on each of the first two charges of supplying a drug with intent to procure an abortion with an alternative of six months' imprisonment. On the other charges he was sentenced to nine months' imprisonment suspended for three years.

Terms Agreed

A PASSING-OFF action concerning pharmaceutical products in the High Court on May 22, brought by Lovens Kemiske Fabrik Produktion Satieselskab (trading as Leo Pharmaceutical Products, Denmark) and Leo Laboratories, Ltd., Uxbridge Road, Hayes, Middlesex, against Leopharm Pharmaceuticals, Ltd., London, E.C.1, ended in the parties coming to terms. Mr. Mark Potter, for the plaintiffs, told Mr. Justice Pennycuik that recently the defendants had set up as Leopharm Pharmaceuticals. They now agreed to submit to a perpetual order restraining them from carrying on business under that name or style which included the words "Leo" or "Leopharm" or a style calculated to lead to the belief that their business was the same as that carried on by the plaintiffs. They also submitted to an order restraining passing off pharmaceutical goods, not manufactured by the plaintiffs, by the use of the terms "Leopharm Pharmaceuticals, Ltd.," "Leopharm" or "Leo" and to obliterate all offending marks or words from their goods and advertising material. Mr. Potter said the operation of the injunction would be suspended until September 15 to give the defendants an opportunity to alter their name. Concerning sales of pharmaceutical goods by the defendants in Ghana, the injunction would be further suspended until December 31. Mr. John Lindsay, for the defendants, consented to the order.

Chlordiazepoxide

A TEMPORARY injunction was granted in the High Court, London, on May 14 to F. Hoffman La Roche & Co., A.G., Basle, Switzerland, and Roche Products, Ltd., Welwyn Garden City, Herts, restraining D.D.S.A. Pharmaceuticals, Ltd., Crawford Street, London, W.1, from passing off black and green capsules of chlordiazepoxide as those of Roche. The judge (Mr. Justice Pennycuik) said that D.D.S.A. had been granted a compulsory licence to manufacture chlordiazepoxide. The Roche drug under the trade name Librium had always been sold in a black and green capsule with the small letters Roche on the body. In January 1969 D.D.S.A., having been granted the compulsory licence, announced in a full-page colour advertisement in THE CHEMIST AND DRUGGIST that chlordiazepoxide (cdp) would soon be available, and the advertisement showed black and green

capsules arranged to form the letters D.D.S.A. Roche said that the advertisement showed an intention to pass off goods made by D.D.S.A. as those of Roche and cause confusion. For D.D.S.A. it was said that the colour of capsules indicated not a particular manufacturer but a particular medicine. The judge said he was satisfied that there was no likelihood of confusion on the part of the doctors or pharmacists and the question was whether the patient was misled or confused. That confusion arose only in respect of repeat orders. If a patient had had Librium and went to the doctor for a repeat order, and the doctor then prescribed cdp, without the brand name, and the pharmacist perfectly properly supplied D.D.S.A.'s cdp capsules, the patient would take for granted that the capsules supplied, being the same shape and colour as before, were the same capsules as he had had before, and would not return them to the pharmacist, as he would probably do if the capsules were of a different shape and colour. It was appreciated that that was a matter of

forecast, since D.D.S.A.'s capsules were not yet on the market, but the forecast carried the conviction that there was no doubt that a passing-off injunction could be obtained, even before the product alleged to be passed off had been put on the market. In the case of a similar "get-up" a customer was presumably concerned with the intrinsic qualities of the article. He was satisfied with an article previously purchased and he expected a similar article to possess the same satisfactory qualities. It was no answer to say that the customer would not concern himself with the source. There was nothing in the compulsory licence which said that the defendant was allowed to market his capsules in the same get-up as that of the plaintiff. The marketing of capsules in an identical form would cause confusion and it was calculated to cause damage to the plaintiffs. The balance of convenience lay in making an injunction at this stage before D.D.S.A. had begun to market their capsules. The injunction is effective until trial of the action, when the matter of costs will also be decided.

Boots Sell Off Cartwrights

FOLLOWING the merger between Boots Pure Drug Co., Ltd., and Timothy Whites & Taylors, Ltd., Boots have accepted an offer for the premises, plant and numerous products of W. B. Cartwright, Ltd., the former Timothy Whites & Taylors subsidiary. The purchasing company, to be known as Cartwrights (Rawdon), Ltd., will trade independently from June 2 from the premises formerly occupied by W. B. Cartwright, Ltd.; Mr. N. Fearon, M.P.S., and (as from August 1) Dr. H. A. Fisher, F.R.I.C., have been appointed joint managing directors of Cartwrights (Rawdon), Ltd., with Mr. F. R. Evans as chairman. Boots will retain three Cartwright lines — Moorland indigestion tablets, Penetrol products and Crowes Creme. Those, together with the former W. B. Cartwright sales force, will be absorbed by Lenbrook Laboratories, Ltd. Until the new company appoints a sales force the Lenbrook sales force will provide national coverage of all independent chemists with orders being delivered for them via chemist wholesalers. Cartwrights (Rawdon), Ltd., will also be wholesale factors of Lenbrook Laboratories products.

Company News

Previous year's figures in parentheses

ACF AMSTERDAM CHEMIE FARMACIE, N.V.—Income in 1968, in '000 guilders, 12,374 (against 11,747). Operating profit was 8,210 (8,978) and net earnings 5,134 (4,665).

FARBWERKE HÖECHST, A.G., GERMANY.—The group expect their world sales of pharmaceutical products to reach DM1,400m. in 1969, against DM1,200m. in 1968.

CRODA INTERNATIONAL, LTD.—Sales in 1968 expanded to £26'84m. (from £17'06m.). During the year British Glues

and Chemicals Ltd., Bowmans Chemicals, Ltd., and the Federal Chemical Group in Australia were acquired. After tax, net profit was £878,000 (£398,000).

IMPERIAL CHEMICAL INDUSTRIES, LTD.—External sales in first quarter rose to £327m. (from £291m. in the corresponding 1968 quarter) while profit expanded by £7m. to £44m. before tax and investment grants. The net profit was £28m. (£22m.).

UNILEVER, LTD., and N.V.—Combined sales in first quarter rose to £606m. (£555m. in the corresponding 1968 quarter), but operating profit fell by £4'9m. to £38m. Consolidated profit, after tax, was £17'5m. (£19'6m.) of which Unilever, Ltd., was responsible for £6'6m. (£8'1m.) and N.V. £10'9m. (£11'5m.).

L'OREAL, PARIS.—Consolidated turnover of the company and its direct French subsidiaries for 1968 amounted to Frs 537'4 m. excluding taxation, an increase of 17'5 per cent. over the previous year. Consolidated profits rose from Frs 28,601,544 in 1967 to Frs 33,718,429 in 1968, in which L'Oreal's share reached Frs 24,783,631 (Frs 20'7 million).

SMITH & NEPHEW ASSOCIATED COMPANIES, LTD.—Group pre-tax profits expanded from £1,254,000 to £1,437,000 in the 12 weeks ended March 22 from sales of £9,198,000 (£8,780,000 in same period of 1968). The sum of £141,000 (£105,000) included in the pre-tax figures was contributed by associated companies in which the company has up to a 50 per cent. holding.

New Companies

P.C.=Private Company. R.O.=Registered Office.

PAUL EDWARDS CHEMISTS, LTD. (P.C.). Capital £100. Directors: Edward Goldberg (director, Michaels (Newington Green), Ltd.); and Paul N. Cohen, R.O.; 6 Porter Street, London, W.1.

Business Changes

COTTONS (CHEMISTS), LTD., have removed to 33 Shudehill, Manchester, M4 2AA.

MILLS CHEMISTS have closed their branch at Stones Cross and transferred the business to Mansbrook House, Mid-somer Norton, Somerset.

WYLEYS, LTD., have acquired the Coventry Surgical Co., Crackley Trading Estate, Kenilworth (telephone: Kenilworth 52246). From May 3 the company's telephone numbers are being changed by the addition of a 4 as prefix to all existing numbers at their Tile Hill, Coventry address.

R. A. NORRIS & CO. (Reading), LTD., have moved to a new purpose-built single-storey warehouse at Bridgewater Close, Reading (telephone: Reading 56677, and will trade as "Norris Wholesale Service." The warehouse contains a permanent showroom that it is intended will operate in the form of a cash-and-carry facility. Mr. J. Clarke has been appointed representative.

R. WESTON (CHEMISTS), LTD., are taking over the business of F. R. Blanch & Co., Ltd., 32 Market Place, Coleford, Glos, where the manager will be Mr. K. W. Preece, B. & M. Mason (Chemists), Ltd., 1 High Street, Wotton-under-Edge, Glos, and B. E. & M. Mason (Chemists), 7 North Walk, Yate, Glos, to be managed by Mr. J. Walne and Mr. P. C. Bye, respectively. The businesses will be controlled from the Bristol office at 63 St. Thomas Street, Bristol, 1.

Appointments

Board

PROCTER & GAMBLE, LTD., have appointed Mr. A. D. Garrett their managing director. Mr. Garrett succeeds Mr. E. H. Lotspeich, who will shortly be returning to the Procter & Gamble Co.'s headquarters in Cincinnati, U.S.A.

E. R. SQUIBB & SONS, LTD.—Mr. P. D. Peiser (managing director) has been appointed director of operations, Squibb Europe, located in Paris. He has also been elected to the board of Squibb Europe SA. He remains a director of the U.K. company. Mr. George D. Snell has been appointed managing director of E. R. Squibb & Sons, Ltd., in succession to Mr. Peiser. He was formerly assistant managing director and marketing director.

Representatives

CALMIC, LTD., have appointed the following medical representatives: Miss A. Pickering (for Oxfordshire, Leicestershire, Northamptonshire, Coventry, Nuneaton and Warwicks); Miss D. Morrice (N.E. Scotland); and Messrs. J. W. Street (S.W. Lancashire); T. P. Ellis (N. London and South Hertfordshire); and J. Bryning (Devon and Cornwall).

E. C. De WITT & CO., LTD. (in association with Potter & Clarke, Ltd.) have appointed Mr. J. Wood representative for Northumberland, Durham, Cumberland, Westmorland and North Lancashire. The

territory was previously under Mr. J. B. Mason who is now covering North Wales, Shropshire, Cheshire and South Lancashire.

Personalities

COUNCILLOR R. M. SATTERLEY, M.P.S., has been re-elected mayor of Sandwich, Kent.

MR. ERNEST N. PULLOM, M.P.S., has relinquished the editorship of the *Index of Veterinary Specialities*, a position which he has held for the past seven years.

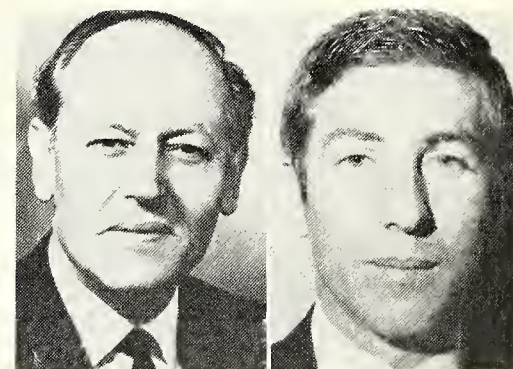
MR. W. McKEITH, M.P.S., manager of Boots, Ltd., Market Street, Crewe, Ches, was elected president of Crewe and District Chamber of Trade and Commerce on April 28.

MR. MERVYN MADGE, a member of the Council of the Pharmaceutical Society has been re-elected chairman of the General Purposes Committee of the Plymouth Chamber of Commerce for the third time.

MR. E. A. BROCKLEHURST, F.P.S., chairman of the Pharmaceutical Society's Publications Committee, completed twenty-five years as a member of Council on May 22. Mr. Brocklehurst entered pharmaceutical life (he qualified in 1927) in 1938 when he was elected to represent National Pharmaceutical Union's North-east 3 area on the Executive Committee, serving on it until his retirement in 1968. He was twice chairman of the Executive (in 1945 and



in 1966). Within the Pharmaceutical Society Mr. Brocklehurst became president in 1954. He has held various offices in Hull Chemists' Association and has been chairman of the Pharmaceutical Society's Branch.



Messrs. T. Griffith Jones and R. Thomas, new sales director and sales manager respectively of Scholl Mfg. Co., Ltd.

Overseas Visits

MR. R. MORRIS (director, André Philippe, Ltd.) has left for an export tour of European capitals. Before returning Mr. Morris will also visit Greece, Cyprus, Malta and Gibraltar.

MR. F. H. CARR and Mrs. L. B. Carr, directors of Carr, Godden & Co., Ltd., are travelling to Canada on August 5 and returning August 27, essentially on behalf of the factories for which they are overseas distributors. They are prepared to undertake any reasonable proposition on behalf of the British export trade. Their base will be c/o Mr. and Mrs. E. A. Jay, 289 Elmwood Avenue, Richmond Hill, Ontario, to which Canadian contacts should be addressed.

Deaths

ALLANSEN.—On May 9, Mr. Charles Allansen, M.P.S., The Square Pharmacy, Station Road, Dinas Powis, Glamorgan. Mr. Allansen qualified in 1921.

COOPER.—Recently Mr. Frank Eling Cooper, M.P.S., 3 Stafford Place, Weston-super-Mare, Somerset, aged eighty-three. Mr. Cooper was formerly for thirty-nine years managing director of Lewis Wing, chemists, Weston-super-Mare. Mr. Cooper, who qualified in 1909, retired eleven years ago.

KERR.—On March 6, Mr. Deryck Ferguson Kerr, M.P.S., Flat 4, 17 Barry Street, Neutral Bay, New South Wales, Australia. Mr. Kerr qualified in 1961.

LEIPER.—On May 21, Professor R. T. Leiper Emeritus Professor of Helminthology, University of London. Professor Leiper was for many years director of the Department of Parasitology, London School of Hygiene and Tropical Medicine, and formerly Director of the Commonwealth Bureau of Helminthology. He is best known for his discoveries in medical parasitology, particularly for his work on the life cycles of the blood flukes that cause bilharziasis. His studies in veterinary helminthology have had a major impact on the livestock industry and the

work he initiated on plant parasites has made possible the intensive production of many agricultural crops in different parts of the world.

LIGHT.—On May 10, Mr. Reginald Arthur Light, M.P.S., 5 Bath Road, Swindon, Wilts. Mr. Light qualified in 1930.

McINTOSH.—Recently, Mrs. Jessie McIntosh, M.P.S., 1 Harley Street, Broughty Ferry, Angus. Mrs. McIntosh qualified in 1926.

MUNRO.—On May 11, Mr. Fraser Stewart Munro, 18 Coupar Angus Road, Dundee, Angus. Mr. Munro qualified as a chemist and druggist in 1923 and retired in 1968.

SALES.—On May 1, Mr. Charles Henry Sales, 53 Shiphay Lane, Torquay, Devon. Mr. Sales qualified in 1898 and retired in 1958.

SIDEBOTTOM.—On May 15, Mrs. Muriel Haworth Sidebottom, Bollin Ridge, Carr Wood, Hale Barns, Ches. Mrs. Sidebottom qualified in 1939 and retired in 1950.

WOLKENBERG.—On May 11, Dr. Albert Wolkenberg, M.P.S., 5 The Riding, London, N.W.11. Dr. Wolkenberg qualified in 1957.

Trade Notes

Name Change

DISTRIBUTION of Spray-away aerosol depilatory hitherto known as Total Beauty is solely being effected by the manufacturers, Total Beauty, Ltd., 89a High Road, London, N.22.

When Stocks are Exhausted

SO long as existing packing materials remain say Oppenheimer, Son & Co., Ltd., 43 Clapham Road, London, S.W.1, Oppacyn brand tetracycline tablets will go out in the old containers. Only then will the new Securitainers be used. The packs are of 100 and 500 tablets.

Five-day Treatment Pack

IN response to requests for a five-day treatment pack Selpharm Laboratories, Ltd., Percival House, Pinner Road, Harrow, Middlesex, are discontinuing the current pack of sixteen Servicin tablets. It is replaced by a vacuum sealed bottle of twenty tablets.

Extended Distribution

A SELECTED range of beauty care products, manufactured by Culpeper House, Ltd., 59 Ebury Street, London, S.W.1, are now being made available through outlets other than Culpeper shops. The range includes toilet soaps in boxes of 3, (10s. 6d.); cream of elderflowers, (7s. 6d.), a soothing and cleansing cream; orange skin cream, (7s. 6d.); a night cream; and red elm skin food (11s. 6d.), which is recommended for dry skins.

Counting Coins Quickly

A COIN sorter already on the market in Canada, the United States and West Germany is now being supplied in the United Kingdom by Allcock Products, Ltd., Ormskirk, Lanes. Known as the



Nadex coin sorter and costing £20 thought has been given to the design for the decimal coinage. It will sort, by means of gravity and stack existing coinage and the proposed decimal coinage—or combination of those coins at a fast rate. Mixed coins are fed in at the top, they then run down to the correct slot, where they can be easily counted.

Premium Offers

ELIDA LTD., P.O. Box 1.D.Y., Portman Square, London, W.1. Sunsilk hair spray. Sachet of Sunsilk herb shampoo (value 11d.) with purchase of any of the three sizes.

GILLETTE SAFETY RAZOR CO., Great West Road, Isleworth, Middlesex. Right Guard aerosol deodorant. Cash refund of 2s. on 85-g and 3s. on 128-g size cans in return for wrap-around label posted direct to company. Special cans available to trade until June; coupon redemption acceptable until December 31.

KIMBERLY-CLARK, LTD., Larkfield, near Maidstone, Kent. Two pairs of hygienic dis-



posable panties by post to purchaser sending two Kotex special packet tops.

Metrication

PHARMITALIA (U.K.), LTD., Kingmaker House, Station Road, Barnet, Herts.; Children's doses of Kelfizine syrup below 5 ml should be diluted to 5 ml using syrup, B.P.

A. H. ROBINS CO., LTD., Horsham, Sussex, Dimotane expectorant, 80-oz sales pack size replaced by 2-1 size.

ELI LILLY & CO., LTD., Basingstoke, Hants. The specialties of the company listed below are now formulated to a 5-ml dose or multiple thereof. Should dilution be required the diluents indicated should be used. Atasorb and Atasorb N: water; Aventyl liquid: syrup, B.P.; Cologel liquid and Co-Pyronil suspension: water; Histadyl E.C. syrup; Ilosone and Ilosone Forte suspensions; Ilotycin suspension; penicillin-V Lilly suspension; penicillin-V potassium syrup; penicillin-V sulphate, Lilly, suspension Sedatussin; V-Cil-K syrup, V-Cil-K sulphate suspension and Vortex syrup; all with syrup, B.P. Before diluting Ilosone and Ilotycin suspensions, penicillin-V Lilly, suspension, potassium syrup and sulphate suspension with syrup, the granules must first be reconstituted with water. For elixir Amytal the following diluent formulation should be used; Alcohol, B.P., 95 per cent., 30 per cent. v/v; glycerin, B.P., 30 per cent. v/v; purified water to 100 per cent.

Discontinued

IMPERIAL CHEMICAL INDUSTRIES LTD., Pharmaceuticals division, Alderley House, Alderley Park, Ches. Avloprocil.

LEDERLE LABORATORIES division of Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2. Leder cort cream and ointment, 5-g packs (15-g tubes and 250-g jars continue).

Information Wanted

Cyclo-Test.
Charm Therm u.v./i.r. lamps.

Information for Manufacturers

Powder Venture

A POWDER Advisory Centre that was recently formed by a group of technologists, aims to publish a quarterly bulletin of up-to-date information on powder technology. First issue is timed for January 1970. Further information may be obtained from the Centre's Director, c/o 48 Hallville Road, Liverpool, L18 0HR.

Ulster-U.K. Freight

FIFTH edition of the transport directory "Freight Services to and from Northern Ireland" is available free and post free from the Northern Ireland Ministry of Commerce Representative, Ulster Office, 11 Berkeley Street, London W.1 (tel.: 01-493 0601).

Powder System for Aerosols

A NEW powder system for aerosols, which is said to effectively overcome all the problems previously inherent in aerosol powder products, is being offered by DCMC/BARDRO Aerosol Packing Co., Ltd., Hollands Road, Haverhill, Suffolk. The system involves the use of a synthetic powder consisting of extremely smooth spherical beads with a closely controlled particle size from 5 microns upwards. The powder density is only about 1.05 which is within the range obtainable with mixtures of propellants and diluents normally used in aerosols. The company have a number of products currently available for production including dry powder shampoo, body powder spray, powder deodorant for men, and feminine hygiene spray.

Ultra-filtration Membrane

EASTMAN membrane, a cellulose acetate filter membrane for use in reverse osmosis applications (e.g. water purification and concentration of solutions) is now in full production by Eastman Kodak Co., Rochester, U.S.A. The membrane acts by the process of "ultra-filtration" in which, it is believed, water and other solvents that permeate the membrane pass between inter-molecular spaces in the membrane's structure. Manufactured by a process similar to that of film base production the cellulose acetate film is specially prepared in order to achieve a thin (approximately 0.25 in) dense surface layer backed by a thicker porous layer. The dense layer, which must be in contact with the contaminated or saline feed water, provides the barrier to the passage of dissolved salts. The porous layer permits diffusion of the purified water to a collecting system. Up to 98 per cent. salt rejection is claimed to have been achieved. Energy cost of concentration by reverse osmosis is only a fraction of that for water removal by heat. Eastman membrane is in 1,000 ft rolls in widths up to 24 in. It is shipped in a moisture-proof container and is said to maintain its membrane activity for an indefinite period provided it is stored and used under recommended conditions (it must always be kept wet).

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	Description	Retail Price	Purchase Tax	Trade Price
	bottles of 30 capsules	37/4 ea.	7/4 ea.	20/-
<i>Please supply</i>	" " 100 "	112/- ea.	22/- ea.	60/- ea.
	" " 1000 "	£50 8s. ea.	198/- ea.	540/- ea.
	Pre-Packs 6 x 30 capsule bottles & 3 x 100 capsule bottles			£20. 10. 0 inc. P.T.
	Further Quantity Discount available.		less 5% Special Discount 15.0	
	For hard selling Window Display, installed Free, tick here <input type="checkbox"/>		£19. 15. 0 net	

Name

Address

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The Swinger II which sells for £6.19.6 and gives you great black-and-white prints in seconds.

And the Colorpack II which

for £19.19.0 gives beautiful colour prints in a minute.

You probably know about the cameras, but you may not be too sure where you can put your hands on them.

Which is why we're publishing the list below.

Simply pick your nearest distributor and give him your order.

When there's new business around, you should be getting your share.

Polaroid Cameras.

E. H. Butler & Sons Ltd.,
5-19 Brunswick Street, Leicester.
Butterworths (Edinburgh) Ltd.,
London Road, Edinburgh.
Caithness Brothers,
2, Blyth Street, Kirkcaldy, Fife.
Century Supplies Ltd.,
Victoria Street, Rochester, Kent.
Co-operative Wholesale Society Ltd.,
Waterloo Street, Newcastle-upon-Tyne.
C. R. Crosskill & Sons Ltd.,
Calvert Works, Norwich.
William Davidson Ltd.,
Palmerston Road, Aberdeen.
H. B. Dorling Ltd.,
Selinas Lane, Dagenham, Essex.
Edinburgh Camera Shop,
55, Lothian Road, Edinburgh 1.
Evans Gadd & Co. Ltd.,
10, Smythen Street, Exeter, Devon.
Jonathan Fallowfield Ltd.,
56-60 St. John Street, London, E.C.1.
Jonathan Fallowfield (T.P.L.) Ltd.,
The Street, Poynings, Sussex.
Foxall & Chapman Limited,
62, King Street, Manchester 2.
Grimwade, Ridley & Co. (Ipswich) Ltd.,
Farthing Road, Ipswich, Suffolk.
J. H. Haywood Ltd.,
Abbeyfield Road, Lenton Lane,
Nottingham, NG7 2 SW.
Hills Pharmaceuticals Ltd.,
Spring Bank Works, Every Street,
Nelson, Lancs.
Hutleys Hailfield Sales Ltd.,
231/233 London Road,
St. Leonards-on-Sea, Sussex.
Jaynox Limited,
King Street, Longton,
Stoke-on-Trent, Staffs.
Lawrence & Nicholas,
Mill Street/Cobden Street,
Salford, Manchester.
Lizars (Wholesale) Ltd.,
6/8 Shadwick Place, Edinburgh.

J. Lizars,
101/107 Buchanan Street, Glasgow.
J. M. Loveridge Ltd.,
Millbrook Street, Southampton,
Hants.
Macton (South Wales) Ltd.,
25, Cardiff Road,
Taffs Well, Cardiff, Glamorgan.
Harold Mitchell & Co. Ltd.,
141 Northumberland Street,
Belfast 13, Northern Ireland.
Wholesale Division,
Northern Associated Photofinishers
(Holdings) Ltd., 76 Lower Bridge Street,
Chester, Cheshire.
Dennis Riches,
48 Eastern Avenue East, Romford,
Essex.
Ridley Ltd.,
P.O. Box 25, Nicholson House,
Burgh Road, Carlisle.
L. Rowland & Co. Ltd.,
Dolydd Road, Wrexham.
Rudge Roberts (Northern) Ltd.,
Broughton Street,
Waterloo Road, Manchester 8.
Sales Distributors (Walsall) Ltd.,
128 Caldmore Road, Walsall, Staffs.
Southall Bros., & Barclay,
Priory House,
Gooch Street North, Birmingham 5.
Southern Optical Co. Ltd.,
Groveley Road, Christchurch, Hants.
Hamilton Tait Ltd.,
Eastfield Drive, Penicuik, Midlothian.
Graham Tatford & Co. Ltd.,
24A Park Road, Ryde, Isle of Wight.
S. & H. C. Taylor Ltd.,
Venny Bridge, Whipton, Exeter, Devon.
Ucal (Brook Parker) Ltd.,
29 Canal Road, Bradford 1.
Vallance of Mansfield (Wholesale) Ltd.,
Milton Street, Mansfield, Notts.
Vestric Limited,
Prince Regent Road, Belfast 5.

Vestric Limited,
Bury New Road, Heywood, Lancs.
Vestric Limited,
120 Lobley Hill Road,
Bensham, Gateshead 8, Co. Durham.
Vestric Limited,
Stallings Lane,
Kingswinford, Brierley Hill, Staffs.
Vestric Limited,
Ellin Street, Sheffield, Yorks.
Vestric Limited,
Waddon Marsh Way, Croydon,
Surrey.
Vestric Limited,
Lockfield Avenue,
Brimsdown Industrial Estate,
Enfield, Middlesex.
Vestric Limited,
Cray Road, Fooks Cray, Sidcup, Kent.
Vestric Limited,
Stonefield Way, Ruislip, Middlesex.
Vestric Limited,
P.O. Box No. 3, Solent Industrial Estate,
Botley, Southampton SO3 2 GN.
Vestric Limited,
Windmill Road, Sunbury-on-Thames,
Middlesex.
Vestric Limited,
Yelverton Road, Bristol 4.
Vestric Limited,
Cwm Road, Hafod, Swansea, Glam.
Vestric Limited, Leeds Branch,
Sheepscar Street South, Leeds 7.
Vestric Limited, Liverpool Branch,
Speke Boulevard, Liverpool 24.
Apothecaries Branch of Vestric Limited,
Drakemire Drive, Glasgow C.5.
Bradley & Bliss Branch of Vestric Ltd.,
Kings Road, Reading, Berks.
Bradley & Bliss Branch of Vestric Ltd.,
Bexhill Road, St. Leonards-on-Sea,
Sussex.
Bradley & Bliss Branch of Vestric Ltd.,
107 West Hill Road,
St. Leonards-on-Sea, Sussex.

Bradley & Bliss Branch of Vestric Ltd.,
Sandwich Industrial Estate,
Ramsgate Road, Sandwich, Kent.
Gibbs (Bristol) Branch of Vestric Ltd.,
Portland Square, Bristol 2.
Gibbs (Paignton) Branch of Vestric Ltd.,
Manor Avenue, Paignton, Devon.
W. & R. Hatrick Branch of Vestric Ltd.,
Alma Street, Glasgow E.1.
Rowland James Branch of Vestric Ltd.,
Dyfrig Road, Ely, Cardiff, Glam.
Rowland James Branch of Vestric Ltd.,
Gors Road, Swansea, Glam.
Knights (Birmingham) Branch of
Vestric Limited,
Church Road, Perry Bar, Birmingham.
Knights (Nottingham) Branch of
Vestric Limited,
Triumph Road, Lenton, Nottingham.
Lofthouse & Saltmer Branch of
Vestric Limited,
Stoneferry Road, Hull, Yorks.
Middletons Branch of Vestric Limited,
P.O. Box 27,
373 Cannon Street, Middlesbrough.
Paterson & Sons Branch of
Vestric Limited, Whitemyres Avenue,
Mastrick, Aberdeen.
Pinkerton Smith Branch of
Vestric Limited,
Donibristle Industrial Estate,
Dunfermline.
Pinkerton Smith Branch of
Vestric Limited,
Holyrood Road, Edinburgh.
Woolley & Arnfield Branch of
Vestric Limited,
Fletcher Road, Preston, Lancs
PR1 7 AD.
Woolley & Arnfield Branch of
Vestric Limited,
Brinksway Road, Stockport, Cheshire.
Wrates Wholesale Photo Finishers,
124-126 Lumley Road, Skegness,
Lancs.

Cumulative price changes

AMENDING C & D
QUARTERLY PRICE LIST
FOR JUNE 1969

HOLD ON TO THIS SUPPLEMENT!

It contains information
that will not be repeated

(Note: If you lose a sheet, please apply to the Publisher for a replacement.)

To know whether a product has changed in price since the current Quarterly Price List appeared, look at the index which follows. If the product is listed, turn to the page number indicated. If not, turn to the Q.P.L. itself for the price of the product.

Achromycin, 3	Bonjela, 2	Disipal, 3	Head & Shoulders, 3	Linctoid C, 3	Pregaday, 2	Solprin, 1
Actron, 3	Brontina, 4	Dixcel, 2	Helena Rubinstein, 2	Lipsyl, 2	Primitif, 3	Spillers, 1
Aerotrol, 3	Cadbury, 4	Dorant, 3	Hypnotique, 3	Lloyd's, 2	Punch and Judy, 2	Spray-Away, 1
Albion, 4	Cadum, 4	Elimit, 3	Imprevu, 3	Marigold, 3	Purr, 2	Staycept, 1
Alka-Seltzer, 3	Caperns, 2	Elizabeth Arden, 2	Inderal 80, 2	Max Factor, 2	Racasan, 2	Suba-Seal, 3
Anugersic, 4	Celevac, 2	Exuberance, 3	Karswood, 2	Medinal, 2	Rebane, 2	Sunarama, 1
Aramis, 3	Chantage, 4	Eylure, 2	Katkins, 2	Mickies, 2	Remington, 2	Tang, 1
Astral, 4	Chappie, 2	Fairy, 3	Kenalog, 3	Misty, 2	Revlon, 3	Targot, 3
Atoi, 4	Chiefs, 2	Feen-a-Mint, 2	Kit-E-Kat, 2	Nappi-Wite, 2	Ricoh, 2	Tecaldrine, 1
Auriquin, 4	Chukka, 2	Femerital, 3	Kleenex, 2	Natabec, 2	Robinson's, 2	Trill, 1
Avloprocil, 4	Colgate, 4	Fersaday, 2	Kotex, 2	Nivea, 3	St. Aubrey, 1	Vitacup, 1
Ballet, 3	Colourbac, 4	Fisherman's Friend, 1	Lactol, 2	Normemon, 3	St. James Balm, 3	Vitapointe, 1
Benbows, 3	Conotrane, 2	Fujica, 2	Laguna, 2	N.P.U., 3	Sandra, 2	Whiskas, 1
Band-Aid, 4	Coty, 4	Fujichrome, 2	Lassie, 2	Odol, 2	Seboderm, 1	Woof, 1
Benvil, 4	Cremomycin, 4	Gala, 2	Ledercort, 3	Old Spice, 2	Servicin, 1	Xerumenex, 3
Betadine, 4	Culpeper, 4	Gangee, 3	Less, 2	Pal, 2	Shaw's 1	
Bidex, 4	Cussons, 2	Gleem, 3	Lextron, 3	Paterson, 3	Sherleys, 1	
Bioglam-M/Q, 2	Cyclospasmol, 4	Glucophage, 2	Lil-jets, 2	Pedigree Chum, 2	Simple, 3	
Black Vel Vit, 4	Delsey, 2	Gordon Moore, 2	Limmits, 2	Pimafucin, 2	Skin Dew, 1	
Bold Bulk, 4	Dimotane, 3	Hanimex, 2	Linctoid, 3	Polytar, 2	Solacen, 3	

ITEMS RECEIVED TOO LATE TO GO IN JUNE Q.P.L.

Albion (25 AS) (distributors 1363 Alcos)				black currant drink				Colourbac (445 FCL)			
D	ichthammol shaving stick			12oz	26 0	5 9	—	hair colour restorer	112 0	61 7	18 6
				18oz	36 0	7 11	—				
Anapax (1053 Rexall) junior pain reliever 60ml				Benvil (113 Bencard) ts4B capsules 250mg 50				Coty (301 Coty) deodorant mist			
		24 0	—	13	0ea	—	—	56 0	30 9	9 9	
Anugesic HC (1310 W/W) TS cream 15g 138 2				Betadine (878 Napp) aerosol spray 65ml				Cremomycin (837 MSD) ts4B 200ml 20 10ea			
		—	17 4	17	8ea	—	23 7	8oz	—	—	31 3
	suppositories 12 114 2	—	14 3	ointment 25g	3 4ea	—	4 6				
Astral (509 Gibbs) cream small 16 9				scalp lotion 4oz	7 6ea	—	10 0	Culpeper (334 Culpeper) (distributors 1363 Alcos)			
		9 2½	2 7	Bidex (631 Hudnut) sachets (6)				bath essence	70 3	38 8	12 0
A toi (76 Atkinson) perfum mist aerosol 132 7				D	Body Bulk (1246 TYE)			cream of elder			
	toilet soap 19 11	7 1	22 6	I	Body Bulk (793 MFL)			flowers	44 0	24 3	7 6
D	perfum mist old pack	—	—		chocolate or malt			hair tonic rapide	61 6	33 10	10 6
					8oz	4 2ea	—	Miel de mignonette	61 6	33 10	10 6
Auriquin (117 BPL) tablets 200mg 100 32 1ea				D	Brotina (192 Brocades) (distributors 221 Camden)			Miel of white violets	61 6	33 10	10 6
		—	—		Cadbury (216 Cadbury)			milk of lilies	61 6	33 10	10 6
	500 150 0ea	—	—		diabetic chocolate			mountain water	61 6	33 10	10 6
	300mg 100 52 2ea	—	—		plain ½lb	—	2 4	orange flower water	44 0	24 3	7 6
	500 251 0ea	—	—		Cadum (280 CP) 5 pack minimum order			orange skin cream	44 0	24 3	7 6
D	Avloprocil (649 ICI)				soap			pot pourri			
	Band-Aid (672 Johnson)				toilet (6doz)	30 4	11 0	lavender ½oz	28 10	15 10	4 11
	washproof plasters				(6doz)	33 11	12 4	1oz	44 0	24 3	7 6
	strips				(4doz)	—	—	5in tall	49 9	27 4	8 6
	3in x ½in 100 9 5ea	—	13 2					6in round	96 8	53 2	16 6
	3in x 1in 100 11 5ea	—	16 0		Chantage (76 Atkinson)			red elm skin food	67 6	37 2	11 6
	extra large 50 23 5ea	—	32 10		perfum mist aerosol 132 7	71 1	22 6	rosemary shampoo	48 0	17 6	7 6
	patches				toilet soap 19 11	7 1	3 1	soap, black forest			
	1½in x 1½in 100 10 10ea	—	15 2		old packs	—	—	pine, green lettuce,			
	spots ½in 100 7 11ea	—	11 1	D	Colgate (280 CP) 5 pack minimum order			red elm	22 9	8 4	3 6
	composite pack				dental cream family 48 1	17 5	6 11½	witch hazel	48 3	17 8	7 6
					fluoride tooth-paste 53 2	19 3	3 10	lavender dolly bag	36 8	20 2	6 3
					(2doz)	(2doz)					
Black Vel Vit (1072 CR & Co)								Cyclospasmol (192 Brocades) (distributors 221 Camden)			

the most versatile digitalis glycoside

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TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR

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I	Dimotane (1071 Robins)						
D	expectorant†	2l	98	5ea	—	147	7
		80oz	—	—	—	—	—
D	Disipal (192 Brocades)						
	(distributors 221 Camden)						
I	Dorant (718 LAB)						
	mouth rinse and						
	gargle	210cc	28	0	12	1	4 6
D	Elimit (192 Brocades)						
	(distributors 221 Camden)						
	Exuberance (813 MF)						
	cream perfume		92	0	50	7	15 6
	Fairy (1010 P & G)						
	soap	bath	51	5	18	5	1 8
		(4doz)			(4doz)		
	Femerital (824 MCP)						
	tablets	50	100	0	—		12 6
	Gamgee (1073 Robinson)						
	tissue B.P.C.	2oz	15	0	—		1 8
		4oz	27	0	—		3 0
		8oz	49	6	—		5 6
		16oz	93	0	—		10 4
	pink label	2oz	13	2	—		1 6
		4oz	23	3	—		2 7
		8oz	42	0	—		4 8
		16oz	78	0	—		8 8
	Gleem (1010 P & G)						
	toothpaste	large	25	5	9	1	3 7
	Head & Shoulders (1010 P & G) Southern area						
	only						
	shampoo cream						
		medium	21	0	7	6	2 11
		large	39	4	14	0	5 6
	lotion						
		medium	21	0	7	6	2 11
		large	48	2	17	2	6 9
	Hypnotique (813 MF)						
	cream perfume		92	0	50	7	15 6
	Imprevu (301 Coty)						
	talcum	small	47	0	25	10	8 3
	Kenalog (1176 Squibb) TS						
	Unimatic syringe 1ml		19	9ea	—		29 8
		2ml	34	6ea	—		51 6
D	Ledercort (746 Lederle)						
D	cream	5g					
D	ointment	5g					
D	Lextron (423 Lilly)						
	Pulvules	84					
	Linctoid (776 JML)						
		2oz	15	0	5	6	2 6
		4oz	26	0	9	7	4 0
	Linctoid C (776 JML)						
		2oz	15	0	5	6	2 6
		4oz	26	0	9	7	4 0
		2oz	15	0	5	6	2 6
D	pastilles						
I	Marigold (35 AR) existing entry						
I	Marigold (774 LR)						
	baby pants						
	twosome						
	pull-on (2)		20	0	—		2 6
	snappies snap-on		24	0	—		2 11
	luxury snap-on		39	0	—		4 11
	house gloves						
	Marina		22	6	2	10	2 11
	Chic		30	0	3	9	3 11
	Suregrip		36	9	4	8	4 11
	Handyman		36	9	4	8	4 11
	Husky		52	0	6	7	6 11
	Nivea (1164 SSL)						
	sun milk		51	2	28	2	8 9
	Normenon (1584 Syntex) ts4B						
	tablets	42	7	10ea	—		11 9
D	N.P.U. (810 Maw)						
I	N.P.U. (903 NPU)						

	Paterson (673 J of H)					
	Acuspeed FX-20					
D	developer	250ml	—	—	7	0
		8oz	—	—	—	—
	Primitif (813 MF)					
	cream perfume	92	0	50	7	15 6
	Revlon (1052 Revlon)					
	Moon Drops					
	transparent					
	make-up stick	—	—	—	—	36 0
	demi make-up					
	translucent frosted					
	powdered					
	eyeshadow	—	—	—	—	30 6
I	St. James Balm (829 MBL)					
	(distributors 1363 Alcos)					
I	Simple (25 A5)					
D	(distributors 1363 Alcos)					
	hand cream					
	Solacen (1441 Wallace) ts4B					
	capsules	50	16	6ea	—	24 9
		250	77	6ea	—	116 3
	Suba-Seal (479 WF)					
	air rings					
	hospital 16in	1A25	231	0	—	28 10
		18in	1A26	248	0	31 0
		20in	1A27	267	0	33 4
	baby bath mat					
		2B149	72	0	9 6	9 9
	baby feeders with teat					
	mini-feeder	1C42	19	0	—	2 4
	narrow neck					
	4oz	1C26	17	0	—	2 0
	8oz	1C27	19	0	—	2 4
	8oz	1C30	24	0	—	3 0
	wide neck					
	4oz	1C31	20	0	—	2 6
	4oz	1C31L/C	25	0	—	3 3
		1C31M/C	25	0	—	3 3
	8oz	1C28	22	6	—	2 10
	8oz	1C29	30	0	—	3 9
	8oz	1C28L/C	28	0	—	3 6
	8oz	1C28M/C	28	0	—	3 6
	8oz	1C29L/C	35	0	—	4 6
	8oz	1C29M/C	35	0	—	4 6
	8oz	1C61	44	0	—	5 6
	de luxe					
	10oz	1C70M	30	0	—	3 9
	10oz	1C70L	30	0	—	3 9
	10oz	1C70S	52	0	—	6 6
	5staywarm	1C44	55	6	—	6 11
	baby bottles spare					
	wide neck					
	4oz	5A32	14	0	—	1 9
	8oz	5A30	17	0	—	2 1
	bottle stopper		3	0	—	4
	teat cover	5A44	5	6	—	8
	bathing caps					
I	Coronet with strap					
		1B11	32	0	4 3	4 5
	Sea Child with strap					
		1B6	25	3	3 4	3 5
	bed bottle					
	polythene	5A18	55	0	—	6 10
	male 11	5A23	58	0	—	7 3
	female 11	5A24	79	0	—	9 10
	bed pan/urinal					
		5A50	92	0	—	11 6
	bed pan poly-					
	propylene	5A19	309	6	—	38 8
	breast reliever	1C3	84	0	—	—
	douche					
	closed mouth					
		1A19	172	0	—	21 6
I	fountain	1A18	112	0	—	14 6

● Bioglan-M/Q (127 Bioglan)ts4B	tablets	15	40	0	—	5	0	MP303	—	—	1199	6	tonic bath additive	12oz	21	11	11	6	3	5
		50	120	0	—	15	0	MP404	—	—	1399	6		20oz	34	2	17	11	5	4
		100	200	0	—	25	0	MP505	—	—	1599	6								
A Bonjela (770 LP)	gel	10g	2	9ea	—	3	10	cases	—	—	84	0	A Lassie (967 Petfoods)	handy	58	4	11	3	1	2
A Caperns (1172 Spillers)	budgie seed (Golden life)	19	9	4	4	1	3	flash equipment electronic T×60	—	—	190	0		large	68	1	13	2	2	0
		(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	T×70	—	—	230	0	D Less (528 GM)							
		18	3	4	0	2	4	Optatron 300	—	—	410	0	I Less (563 Hampshire)							
	canary mixture	33	9	7	4	1	5	400	—	—	475	0	Lil-lets (761 Lilia-White)	regular	40	70	0	—	7	4
		(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	500	—	—	730	0	● regular	40	79	10	—	8	4	
	finch and mule mix	21	0	4	7	2	8	flashguns cube	—	—	30	0	super	40	89	2	—	9	4	
		(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	cube flash auto	—	—	57	6	super plus	40	89	2	—	9	4	
	fish food aquarium	15	9	3	5	8		flashguns standard	—	—	75	0	● Limmits (1552 UL)	hazelnut chocolate	22	6	4	11½	2	11
		(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	dual bounce	—	—	50	0	● Lipsyl (509 Gibbs)	lip salve	10	3	5	7½	1	7
	pond	13	6	2	11	1	9	lightmeters	—	—	84	0	D old size	—	—	—	—	—	—	
	millet sprays	31	6	6	10	1	4	L8C	—	—	82	0	D Lloyd's (629 HL)†	adrenaline cream	30g	32	0	—	3	6
		(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	(3 doz)	PR45	—	—	99	9	A tube	50g	50	0	—	5	6	
	parrot food	20	3	4	5	2	7	PR55	—	—	119	9	jar				—	—	—	
C Celevac (1305 WB)	granules dp 1000g	42	4ea	—	—	—	—	PR60-Cd5	—	—	139	9	● Max Factor (813 MF)	blusher sticks	58	4	32	1	9	3
A Chappie (967 Petfoods)	handy	38	11	7	6	10		PR65-Cd5	—	—	330	0	D Medinal (187 B5)							
		(6doz)	(6doz)	(6doz)	(6doz)	(6doz)	(6doz)	PR85-Cd5	—	—	419	6	A Mickies (67 Ashe)	dog-candy crunch	17	11	3	10	2	4
	large	(4doz)	(4doz)	(4doz)	(4doz)	(4doz)	(4doz)	Sekonic Brockway	—	—	95	0	Misty (1092 Saga)	Young Set						
D Chiefs (702 KC) existing entry								L28C	—	—	105	0	● bath cubes (6)	10	6	5	9	2	3	
I Chiefs (702 KC) 10 case minimum order	handkerchiefs 3-ply	21	8	2	11	—		slides	—	—	1079	6	● deodorant	4oz	20	6	11	3	3	6
		(6 doz)	(6 doz)	(6 doz)	(6 doz)	(6 doz)	(6 doz)	Sekonic auto-lumi	—	—			A hair spray	6oz	20	6	11	3	3	6
● Chukka (774 LR)	disposable panties	(3)	20	9	—	2	3	L86	—	—			A talcum	10oz	20	6	11	3	3	6
Conotrane (1305 WB)†	silicone cream 25g	30	0	—	3	9		marine L164	—	—			A Nappi-Wite (879 NW)	12oz	20	3	—	2	3	
● Cussons (338 Cussons)	Imperial Leather soap toilet	2098	9	7	3	5	1	projectors cine	—	—			● Natabec (938 PD)	Kap seals	25	78	0	—	9	9
A Delsey (702 KC)								Loadmatic 720	—	—	679	6	D Odol (314 Cranbux)							
I Delsey (702 KC) 10 case minimum order	facial tissues	150	29	0	3	11	—	820	—	—	1050	0	I Odol (563 Hampshire)							
		(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	920	—	—	1199	6	Old Spice (1131 Shulton)	stick	69	3	37	2	12	1
	mansize	100	34	0	4	8	—	projectors slide	—	—			● Burley deodorant	handy	68	1	13	2	1	4
		(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	Hanorama 300	—	—	335	0	A Pal (967 Petfoods)	large	81	1	15	8	2	5
	toilet tissue twin roll	36	2	—	—	—	—	La Ronde 12005	—	—	730	0								
		(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	1200A	—	—	939	6	A Pedigree Chum (967 Petfoods)	handy	68	2	13	2	1	4
	flat pack twin	28	8	—	—	—	—	1200RF	—	—	1119	6		large	84	3	16	3	2	6
		(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	1200AF	—	—	1390	0								
Dimotane (1071 Robins)								2000RF	—	—	1199	6								
● expectorant DC								2000TAF	—	—	1530	0								
D DD	500ml 32 5ea	—	—	—	—	48	7	La Rondette 8005	—	—	590	0								
	20oz	—	—	—	—	—	—	800A	—	—	759	6								
A Dixcel (184 Bronco)								800RF	—	—	919	6								
I kitchen rolls single	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	4005	—	—	439	6								
	double	31	0	3	5	—	—	viewers	—	—										
	with holder	72	0	8	10	—	—	Hanimette	—	—	27	6								
A tissues facial	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	(2 doz)	Hanorama	—	—	33	0								
	men's	45	8	5	4	—	—	super	—	—	45	0								
	pocket pack	47	6	5	7	—	—	previewer	—	—	39	6								
		(1 gross)	(1 gross)	(1 gross)	(1 gross)	(1 gross)	(1 gross)	Vista	—	—	77	0								
Elizabeth Arden (60 Arden)								Helena Rubinstein (596 HR)	—	—										
● leg tint						27	6	● Silk 'n' Talc	—	—	15	6								
Eylure (443 Eylure)								● Inderal-80 (649 ICI)	—	—										
● eyelashes spikey	118	0	64	11	20	6		tablets	100	48	6ea	—	72	9						
demi spikey	100	0	55	0	17	5			500	227	6ea	—	341	3						
Feen-a-Mint (1333 WL)								starter pack	37	6ea	—	56	3							
D 6 and 16								Karswood (67 Ashe)	—	—										
● Fersaday (518 Glaxo)								I poultry spice	1 lb	13	10	—	1	6						
A Fisherman's Friend (771 LCPL)									3½ lb	44	3	—	4	8						
I lozenges	9	9	3	7	1	6			7 lb	87	0	—	9	3						
D Fujica (565 Hanimex) existing entry									14 lb	13	6ea	—	17	6						
I Fujica (565 Hanimex)								A Katkins (967 Petfoods)												
cameras 35mm																				
Compact with case						770	0													
Compact de luxe						1130	0													
case						90	0													
cameras cine single 8																				
PI						819	0													
P300						1250	0													
Z2						2180	0													
Z600						3700	0													
projectors																				
Fujicascope M10						879	6													
M20						999	6													
M3						1199	6													
5MI						3980	0													
A Fujichrome (565 Hanimex)																				
film R25						33	11													
RT50						33	11													
● Gala (876 MP)																				
● eyelashes all																				
R rounders	165	3	90	11	29	6														
I Glucophage (1077 Rona)ts4B																				
tablets 500mg	50	11	9ea	—	15	8														
	100	22	0ea	—	—	—														
	500	105	0ea	—	—	—														
	1000	205	0ea	—	—	—														
D Gordon Moore (528 GM)																				
I Gordon Moore (563 Hampshire)																				
Hanimex (565 Hanimex) existing entry																				
I Hanimex (565 Hanimex)																				
cameras super 8																				
Loadmatic M100						339	0													

nursing aprons				
lightweight 48-50-52-54in	42 0	6 0	5 9	
pillow cases light-weight 30x20in	27 0	4 0	3 9	
heavy duty lightweight 20x14in	54 0	7 6	7 6	
heavy duty 20x14in	18 0	2 6	2 6	
heavy duty sheeting P.V.C. lightweight 36in x 1yd	28 0	4 0	3 9	
heavy duty 36in x 1yd	18 0	2 6	2 6	
heavy duty lightweight 48in x 1yd	39 0	5 0	5 6	
heavy duty 48in x 1yd	24 0	3 0	3 3	
heavy duty 48in x 1yd	51 0	7 0	7 0	
D St. Aubrey (1492 SVC) existing entry				
I St. Aubrey (1492 SVC)				
pet products				
antiseptic lotion				
6oz	28 0	10 3	4 2	
benzyl benzoate lotion	2oz	30 0	—	3 6
coat dressing	6oz	35 0	19 3	5 8
8oz	44 0	24 2	7 2	
1qt	13 6ea	7 5ea	26 6	
1gal	34 0ea	18 8ea	64 0	
coat oil	6oz	37 0	20 4	6 0
1qt	15 0ea	8 3ea	29 3	
dry shampoo powder	2lb	8 0ea	2 11ea	14 0
drum	20 6	7 6	3 0	
insecticidal shampoo	6oz	34 0	12 5	5 0
1qt	13 6ea	4 11ea	23 10	
1gal	32 0ea	11 9ea	54 6	
Royal Coatallin	18 0ea	9 11ea	35 0	
Supersheen aerosol	8 0ea	4 5ea	15 0	
Seboderm (1007 PL) (distributors 276 C & C)				
shampoo liquid				
55ml	30 0	—	3 9	
110ml	46 0	—	5 9	
2oz	—	—	—	
D Servicin (1123 5LL) Ts				
● tablets	20 19 0ea	—	28 6	
D 16	—	—	—	
D Shaw's (1492 SVC) existing entry				
I Shaw's (1492 SVC)				
cage bird remedies				
budgie or canary asthma mixture, tonic or moulting tonic	1oz	13 8	5 0	2 0
scale lotion	26 0	—	3 0	
pet products				
aperient powders dog or cat	13 8	5 0	2 0	
blood tonic tablets dog	13 8	5 0	2 0	
Calcidee tablets				
100	38 6	—	4 6	
500	12 0ea	—	16 9	
canker lotion	26 0	—	3 0	
powder	22 0	8 1	3 3	
chlorophyll tablets	17 0	6 3	2 6	
cod liver oil 1oz	13 6	—	1 6	
3oz	22 6	—	2 6	
condition powders dog or cat	10 8	—	1 3	
cough powders dog or cat	13 8	5 0	2 0	
cough and cold mixture 3oz	25 6	9 4	3 9	
diarrhoea powders dog or cat	13 8	5 0	2 0	
distemper powders dog or cat	13 8	5 0	2 0	
eczema and skin lotion 3oz	25 6	9 4	3 9	
eye lotion 3oz	27 8	—	3 3	
gastritis and stomach powders dog or cat	13 8	5 0	2 0	
insect powder				
drum	17 0	—	2 0	
2lb	6 9ea	—	9 6	

nerve tonic	2oz	22 0	8 1	3 3
No-Litta	1oz	21 6	—	2 6
rock sulphur	10 8	—	—	1 3
roundworm tablets dog or cat	15 0	—	—	1 9
sedative powders dog or cat	13 8	5 0	2 0	

A = Price Advanced
R = Price Reduced
● = New entry
D = Delete
C = Correction
I = Insert

shampoos				
Beautycote	6oz	34 0	12 6	5 0
1qt	13 6ea	4 11ea	23 10	
1gal	38 0ea	13 11ea	64 6	
insecticidal	3oz	17 0	6 3	2 6
8oz	34 0	12 5	5 0	
1qt	11 0ea	4 0ea	19 6	
1gal	27 0ea	9 11ea	46 0	
liquid detergent	1gal	25 0ea	—	—
poodle	3oz	18 6	6 9	2 9
6oz	29 0	10 7	4 3	
1qt	12 0ea	4 5ea	21 3	
1gal	27 0ea	9 11ea	46 0	
shampoo sachets	8 6	3 2	1 3	
soapless shampoo	15 6	5 8	2 3	
spirit	3oz	17 0	6 3	2 6
8oz	38 0	13 11	5 7	
1qt	12 6ea	4 7ea	22 0	
1gal	32 0ea	11 9ea	54 6	
tearfree	3oz	24 0	8 9	3 6
1qt	14 6ea	5 4ea	25 6	
1gal	45 6ea	16 6ea	77 0	
soap medicated dog	10 3	3 9	1 6	
stomach mixture	3oz	24 0	8 9	3 6
sulphur and yeast tablets	jar	25 6	9 4	3 9
400	8 0ea	2 11ea	14 0	
syrup of buckthorn	1oz	27 8	—	3 3
3oz	64 4	—	7 6	
Three Kittens cat food	23 3	5 1	1 6	
(doz)	(2doz)			
travel sickness capsules dog	23 6	—	2 9	
45 0	—	5 3		
puppies	23 6	—	2 9	
tapeworm tablets cat or dog	17 0	—	2 0	
Trust dog treats	24 0	5 3	6	
(6doz)	(6doz)			
36 0	7 11	2 4		
(2doz)	(2doz)			
30 6	6 9	4 0		
cat treats	24 0	5 3	6	
(6doz)	(6doz)			
36 0	7 11	2 4		
(2doz)	(2doz)			
veterinary embrocation	3oz	25 6	9 4	3 9
Vitabrex tonic	3oz	32 0	—	3 9
worming oil dog	1oz	24 0	8 9	3 6
puppy	1oz	24 0	8 9	3 6
Erlworm	1oz	28 0	—	3 3
3oz	55 6	—	6 6	
6oz	90 0	—	10 6	
Everfree dog	26 0	9 6	3 10	
58 0	21 3	8 6		
12 9ea	4 8ea	22 6		
53 0ea	19 5ea	90 0		
26 0	9 6	3 10		
I Sherleys (67 Ashe) cat				
aquatic aid No. 4	23 10	—	2 10	
calcium tablets	29 0	—	3 6	
cod liver oil	29 0	—	3 6	

A Laps	24 0	5 2	2 11
liver snaps	21 5	4 7	2 11
mini-bones	14 10	3 2	2 0
Skin Dew (596 HR)			
● emollient cleanser	—	—	19 6
● eye cream	—	—	21 6
● hand care	—	—	19 6
R Solprin (1037 Reckitt) tablets	dp500 11 11ea	—	16 9
A Spillers (1172 Spillers)			
Bonio	27 1	5 11	1 8
(2 doz)	(2 doz)		
25 5	5 6	3 1	
cat food	10 2	2 3	1 3
mixed ovals	11 9	2 7	1 6
23 1	5 0	2 9	
Saval	handy 12 7	2 9	1 7
large	24 9	5 5	3 0
Shapes	11 9	2 7	1 6
23 1	5 0	2 9	
Topcat	handy 35 2	7 8	1 1
(4 doz)	(4 doz)		
Topdog	handy 38 3	8 4	1 2
(4 doz)	(4 doz)		
large	35 0	7 7	2 1
(2 doz)	(2 doz)		
Winalot meal	11 9	2 7	1 6
23 1	5 0	2 9	
I Spray-Away (1243 TBL)			
hair remover aerosol	100g 162 0	86 11	27 6
A Staycept (1186 Stayne)			
contraceptive jelly	80g	44 0	—
cream	75g	44 0	—
pepperies	10 42 0	—	5 3
I Sunarama (1196 50L)			
stockings micromesh			
Budget	22 0	3 0	2 11
Sonia	27 3	3 9	3 11
Soflons	42 3	5 9	5 11
One Size	27 8	3 10	3 11
Yvonne (non-run)	27 8	3 10	3 11
stocking tights			
minipops T.1	58 6	8 0	7 11
one size anti-ladder	T.2	62 10	8 8
all sheer anti-ladder	T.3	69 10	9 8
brieftop anti-ladder	T.4	76 11	10 7
celon ultra sheer	T.5	69 10	9 8
children's	T.6	71 6	8 11
Tang (596 HR)			
● deodorant anti-perspirant spray	—	—	9 3
D Tecaldrine (2 Abbott)			
A Trill (967 Petfoods)			
handy	41 7	8 1	1 3
(4doz)	(4doz)		
36 10	7 1	2 3	
(2doz)	(2doz)		
A Vitacup (279 Coleman)			
4oz	18 5	—	1 11
6oz	28 0	—	2 11
11b	56 10	—	5 11
Vitapointe (1530 Fisons)			
● foam set	66 0	36 4	10 6
A Whiskas (967 Petfoods)			
63 3	12 3	—	1 3
(6doz)	(6doz)		
A Woof (295 CM & R)	34 1	8 0	1 2
(4 doz)	(4 doz)		

AMENDMENTS TO KEY TO SUPPLIERS

102 CB=Charles Bedeman, Ltd., 180 Queens Road, London, S.E.15. 01-639 7647.
248 Colton=The Colton Co., 51 Charles Street London, W.1. 01-499 0601.
1196 SOL=Sunarama of London, 72 Eversholt Street, London, N.W.1. 01-387 9838.
1243 TBL=Total Beauty, Ltd., 89a High Road, London, N.22. 01-800 0393.
1383 MFCC=M.F.C.C., Ltd., 9 Dale End, Birmingham. 021-236 2887.

out of our market.



Swinger II. £6.19.6



Colorpack II. £19.19.0

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you demand the highest quality
Commercially
you want the best value
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Approved Name	Berk Brand Name		Presentation
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Imipramine tablets BP	BERKOMINE® tablets	10 mg 25 mg	Containers of 250 & 1000 Containers of 200 & 1000
Nitrofurantoin tablets BP	BERKFURIN® tablets	50 mg 100 mg	Containers of 100 & 1000 Containers of 100 & 1000
Oxytetracycline tablets BP	BERKMYCEN® tablets "	250 mg capsules 250 mg	Containers of 100 & 1000 Containers of 100 & 1000
Erythromycin tablets BP	ERYCEN* tablets	250 mg	Containers of 100
Phenylbutazone tablets BP	FLEXAZONE® tablets	100 mg 200 mg	Containers of 250 & 1000 Containers of 250
Tetracycline tablets BP	TETRACHEL* tablets "	250 mg capsules 250 mg	Containers of 100 & 1000 Containers of 100 & 500
Tetracycline mixture BPC	TETRACHEL* syrup	(125 mg/5 ml)	Containers of 500 ml

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BERK PHARMACEUTICALS LIMITED GODALMING SURREY ENGLAND

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J.2825

New Products and Packs

PHARMACEUTICAL SPECIALITIES

Antihypertensive

A NEW hypertensive that reduces blood pressure slowly and smoothly over a period of several weeks has been introduced by Imperial Chemical Industries, Ltd., pharmaceuticals division, Alderley Park, Macclesfield, Ches. Inderal-80 is issued as white uncoated tablets each containing propranolol hydrochloride 80 mg. The dosage is individually determined starting with 20 mg four times daily for one week with subsequent weekly increments. Usual maintenance dose is 240-320 mg daily. Packs are containers of 100 and 500. Also issued is The Inderal-80 starter pack containing Inderal 40 mg tablets and Inderal 80, 80 mg tablets providing a graduated dosage from 80 mg to 240 mg daily over the first four weeks.

For Vaginitis

A NEW preparation for the treatment of vaginitis is offered by Brocades (Great Britain) Ltd., Trend House, Pyrford Road, West Byfleet, Surrey. Pimafucin vaginal tablets contain the antibiotic natamycin (pimaricin) effective in destroying yeasts and fungi, in particular, the species *Candida albicans*, and the protozoa, *Trichomonas vaginalis*, the two main causes of vaginitis. Pimafucin is said not to effect those bacilli whose presence is essential for the normal healthy functioning of the vagina. Pack is a wallet of 21 tablets together with a specially-designed plastic applicator. Also available is Pimafucin cream for local application. Messrs. Brocades are taking over the construction of Pimafucin suspension.

Iron Therapy

GLAXO Laboratories, Ltd., Greenford, Middlesex, have introduced Fersaday and Pregaday, two new once-daily iron preparations. Each Fersaday tablet contains 100 mg elemental iron as ferrous fumarate, and each Pregaday tablet contains 100 mg elemental iron as ferrous fumarate and 350 mcg folic acid. Both tablets are film-coated and, in accordance with Glaxo policy, are identified with their brand name, Fersaday being light brown/orange in colour and Pregaday, dark red. Both products are presented in blister packs of 28 tablets. To ensure that patients do not forget to take a daily supply each tablet is identified with the day of the week on the foil of the pack.

PET MEDICINES

New Range

ATTRACTIVELY packed for over-the-counter sale is the new range of fourteen pet medicines, introduced by Wigglesworth Ltd., Westhoughton, Bolton, Lanes. The range, to which the trademark 'St. Francis' has been applied, includes digestive tablets, ear drops, tonic & condition

tablets for dogs, laxative tablets, sedative tablets, round worm tablets, tonic and condition tablets for cats, dog shampoo, antiseptic ointment, Brush Off (for bitches in season), diarrhoea tablets, pain relief tablets, tape worm tablets (for cats and pups) and tape worm tablets (for dogs). Supplies are obtainable from the company or through wholesalers.

OVER-THE-COUNTER MEDICINALS

Laxative Pills

PRESENTED as "the modern way to deal with constipation," a newly formulated laxative by Ex-Lax, Ltd., Slough, Bucks, manufacturers of the long familiar chocolate Ex-Lax, is unflavoured and may



be taken "as easily as a sip of water." The new Ex-Lax pills, each containing 97.5 mg of yellow phenol-phthalein, have been formulated specially for those people who prefer their laxatives in a form other than chocolate. Display outer contains twelve 3s. packs of eighteen pills. Distributors are E. C. de Witt & Co., Ltd., Cherry Orchard Road, East Croydon, CR9 6HD.

COSMETICS AND TOILETRIES

Cool Comfort

NEW from Coty (England), Ltd., Great West Road, Brentford, Middlesex, is Deodorant Mist (9s. 9d.) presented "fragrant and fresh in a lime green aerosol." There is also a special small size Imprevu talcum (8s. 3d.) in a small plastic flask of 80 g.

A Foam Setting Lotion

A SETTING lotion is being added to the Vitapointe range of hair care preparations manufactured by Fisons Pharmaceuticals, Ltd., Derby Road, Loughborough, Leicestershire. The product is claimed to be unique in that it is the first foam setting agent "to hit the market." Foam Set (10s. 6d.) comes in an attractive streamlined aerosol containing sufficient foam for 15-20 sets. It is suitable for all hair types.

Do-it-yourself Depilatory

TWO depilatory products are being issued by Adelaide Grey, 30 Old Bond St., London, W.1. Coolwax (5s. 9d.) for arms and legs. The Wax-A-Way kit (9s. 9d.) and refills (5s. 9d.) are for dealing with facial hair. Coolwax comes complete with its own cloth strip and spatula; Wax-A-Way with pan and spatula.

Accent on the Eye

SPIKEY and Demi Spikey are the two new eyelashes by Eylure, Ltd., 8 Grosvenor Street, London, W.1. Each have groups of lashes spaced and shaped along an invisible band; and Under-lashes, designed for the lower lid, with delicate lashy clusters specially spaced to look like individual lashes. Spikey (20s. 6d.) and Demi Spikey (17s. 6d.) are both offered in black or brown.

Leg Tint

LEG TINT (27s. 6d.) a leg make-up by Elizabeth Arden, 25 Old Bond Street, London, W.1, in four fashion shades is specifically designed to disguise all blemishes, and give a smooth matt finish to the skin. It can be used equally effectively on neck, shoulders, arms and back to give an overall body make-up. Available in four shades: Beige, sport light, dark, and tan.



THREE IN PLASTIC: Top Mark Shampoos (egg and lemon, lanolin and medicated) of Sophistique, Ltd., New Road, Winsford, Ches, in unbreakable easy-to-hold bottles.

A Pretty Blush

DESIGNED for use over all types of make-up, powdered or unpowdered, and to add delicate touches of colour to the cheeks, Blusher sticks (9s. 3d.) introduced by Max Factor, Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, are offered in three pastel-pretty shades and three sparkling iridescent tints: Blushing pink, Blushing peach, Blushing amber, Blushing ivory frost, Blushing rose frost and Blushing coral frost, and are presented in a pale pink swivel-stick container.

A Sister Product

THE familiar Fenjal creme-bath issued by Scott & Bowne, Ltd., 50 Upper Brook



Street, London, W.1, now has a sister product called Fenjal Fresh. It's made from the same formula of natural oils to care for the skin, but it has an entirely different perfume. The new product is being presented in green and white cartons, in four sizes: Trial size, 21 cc, (3 baths); medium size, 42 cc, (6 baths); standard size, 98 cc, (14 baths), and the luxury economy size, 231 cc (33 baths). Fenjal Classic continues in the gold and white pack, in two new sizes, 21 cc in a PVC vial and 42 cc in a waisted glass bottle. These replace the discontinued four-bath size.

"With Outdoor Vitality"

ESTEE Lauder has discovered a new beauty frontier — where you can quickly achieve vital out-door colour with new see-through make-up. She calls it . . . The Glow of the Golden West. With their new transparent colour sticks (48s. 6d.), Estee Lauder Cosmetics, Ltd., 18 Davies Street, London, W.1, claim that "rosy-golden suncolour is just a few fast strokes away." The clear, thin colour, packaged in swivel stick, slides over the skin to glisten and tint. There are eight shades — Sierra Sun, Valley Sun, Pecos pink, Sunrise Blush, and crimson Canyon Rose; for satiny coverage, there are Amber Sun and Rosy Sun. Another new Estee Lauder product is Go-Blush gel rouge in tube (48s. 6d.), which

"never fades until it's washed or creamed away." Its shades are Pinto Pink, Desert Peach and Mountain Poppy. Three new shades of see-through lipstick have been given the names Sunset Glow, Wild Cherry and Canyon Copper.

SUNDRIES

Launched Nationally

A NEW addition to the Limmits range is Limmits hazelnut chocolate (2s. 11d.) now



launched nationally. It is a milk chocolate bar containing roasted hazelnuts and enriched with all the added vitamins and nutrients to keep the slimmer healthy, offering a complete meal of 310 calories. Limmits hazelnut chocolate is packed in outers of two dozen in an attractive plastic display tray.

Less Than £7

THE new Remington 100 retailing at £6 19s. 6d. is claimed to be the only mains-powered, dual voltage electric shaver now available from a major manufacturer with a below-£7 tag. Designed with the younger age groups in view, the Remington 100 incorporates two big twin heads with comb guides, a moustache and sideboard trimmer, and moulded finger pads for ease of handling. It is powered



by a motor operating on either 110-127 volts or 200-250 volts AC. The razor has a textured, matt-black presentation case with a coloured flock and fabric interior.

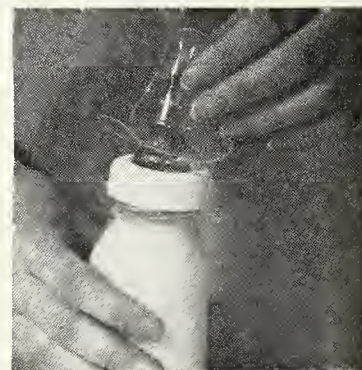
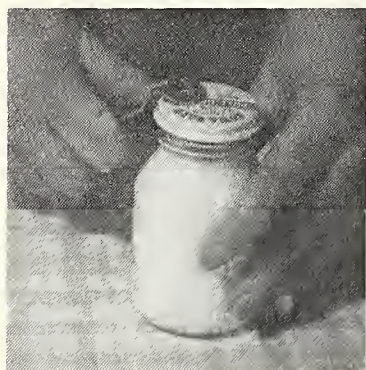
PRODUCTS FOR BABY

Baby Cream

A NEW 220-g pack of Woodward's baby cream (4s. 11d.) is currently being widely advertised in publications for mother and baby, and in the women's and nursing Press.

Pre-sterilised Baby Feed

AT present undergoing hospital trials is a new addition to the Cow & Gate range of baby foods. It is a pre-sterilised prepared feed, contained in a 4 oz. disposable feeding bottle. The sterilised teat also is disposable, or can be re-used if cleaned and re-sterilised. Cow & Gate prepared feeds are in two strengths, half cream and full cream. The bottles are graduated in both millilitres and ounces and are packed 20 bottles to the outer case. The new feeds will be readily available to hospitals so soon as the existing hospital trials are completed. Additional details are available from the company on application to Cow & Gate Home Soles, Cow & Gate House, Guildford, Surrey.



Stages in Preparation of the Cow & Gate Pre-sterilised Baby Feed; After warming bottle the cap is loosened. The paper is peeled off from the bottom of teat unit. After cap is removed from bottle the teat unit is screwed on to bottle. When teat unit is firmly secured, the outer plastic cover is removed.



C&D

CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Democracy in Action

MR. G. M. Fox went to the microphone at the Pharmaceutical Society's annual meeting on May 21 and claimed that it was time the Society had a "democratic" constitution. But his arguments were belied by the very presence of his motion on the order paper. As an individual member he was permitted by the constitution he was attacking to present to the meeting a motion that did not even require a seconder, and to propose it at the microphone when those present were obviously in no mood to listen to it. Mr. Fox maintained he was not given full opportunity to develop his case, but the meeting appeared solidly behind those members who rose to ask for almost any pronouncement from the presidential chair that would have put a speedy end to the matter. No closure was in fact forthcoming until Mr. Fox's allotted time (about five minutes) had elapsed. In the event he had but a single supporter for his motion. However, he had demonstrated a principle. A member may take the time of the meeting to raise a subject upon which he feels strongly. That surely *is* democracy.

ShopLIFTing Problems

A CONSTANT trading hazard is shoplifting. Some "customers" seem to come with the sole intention of stealing, whereas to others the urge to pick up something without paying for it comes when they are already on the premises. In either event the losses can be high, and are clearly something to be kept in check.

It is, of course, physically impossible to prevent people from trying to steal in this way. You cannot padlock everything! The next best solution is to try to catch people in the act and to deal with them in such a way that it will, without losing goodwill, deter others.

As a citizen, it is a shopkeeper's duty to inform the police if he spots any stealing, but generally the risk of a trader being prosecuted will, in practice, arise only if he fails to report a really serious crime.

The question how to deal with shoplifting should be worked out in advance in some detail. Judgment tends to be clouded in the heat of the moment, and a shopkeeper needs to have in mind exactly how he will cope.

There are two main elements in the problem. First, catch your thief. Secondly, do I prosecute or not? Remember that, if you suspect somebody of stealing, you should be as sure as possible that they really have been stealing. And you should detain them for as short a period as possible.

If you do decide to prosecute, you must be able to prove that the thief, when taking the goods in question,

intended to take them permanently without paying for them. That, you will find, is not always as easy as it sounds. Do not, therefore, pounce too early, or you may have a tricky situation on your hands.

Generally the best plan is not to challenge anybody whom you suspect of shoplifting until he or she is well outside the premises. Otherwise, with some small items, your suspect may say that he or she was simply "taking them to the light"—which, of course, is a favourite excuse in such circumstances.

If possible, try to get somebody else to witness what is going on, as that will be a help if you prosecute. Generally it is best to wait to catch your thief until he or she is outside. Then, invite the person inside, quite firmly, so that you can go into the details in private—where others will not be able to hear.

Having caught your thief, do you prosecute? The point here is that, simply because you inform the police of what has happened, it does not necessarily mean that they will prosecute. Equally they cannot force you to prosecute. The police, before agreeing to prosecute, will want to be reasonably sure that they will obtain a conviction. Otherwise they could be called upon to pay damages—if, for instance, the person prosecuted were able to show that the prosecution had in any way been brought "maliciously."

Drug Prices in the Q.P.L.

THOUGH the prices and fees recommended or suggested in the retail drug and dispensing pages of the *C. & D. Quarterly Price List* have been kept in line with the pattern of costs since the List was first launched, radical changes will be observed in the edition dated June 1 and probably in most subscribers' hands by that date. First of the changes is that the drug prices reflect the metrication that has become statutory for the dispensing of medicines on prescription. The second is that, under "Methods of Pricing Prescriptions," the rapid method has been dropped. The only method now given has been brought more closely into line with current ideas on the subject within the profession.

NEW FILMS

Tuberculosis — the Forgotten Disease

EOTHEN FILMS (MEDICAL) LTD., for *Dista Products, Ltd.* 16-mm. Colour. Sound. Running time 45 minutes.

In some countries, including the United Kingdom, tuberculosis has been virtually eradicated. Yet still 20,000 cases are reported in Britain each year. In many under-developed nations, victims of disease number millions annually. The film which *Dista Products* have sponsored as a contribution to the diagnosis, prevention and treatment of the disease shows that, in spite of all modern advances, many cases go undiagnosed, and that resistance to therapy remains a problem. Chemotherapeutic aspects of treatment are covered in detail, with stress on the use of reserve drugs such as capreomycin, ethambutol and ethionamide. The demonstration by the British Medical Council that chemotherapy can be effective in domiciliary situations could revolutionise medical attitudes to the treatment of the disease. Messrs. *Dista* offer information on both the film and the products discussed. Eminently suited to paramedical audiences it could well provide an attractive feature in a Pharmaceutical Society branch film evening. Address for inquiries is Fleming Road, Liverpool L24 9LN.

"Minipill" Comes on to the Market

THE first oral contraceptive not to contain oestrogen was introduced to the British market on May 24 by Syntex Pharmaceuticals, Ltd., St. Ives House, Maidenhead, Berks. Known as Normenon, it contains the progestin chlormadinone acetate in a dose of 0.5 mg per tablet (giving rise to the term "minipill") which provides contraceptive protection on a continuous dosage basis — unlike combined oestrogen-progestin preparations which include a treatment-free period during which menstruation occurs. Normenon is taken during menstruation and may even be taken during lactation, as it has been shown that no significant quantity is excreted in breast milk.

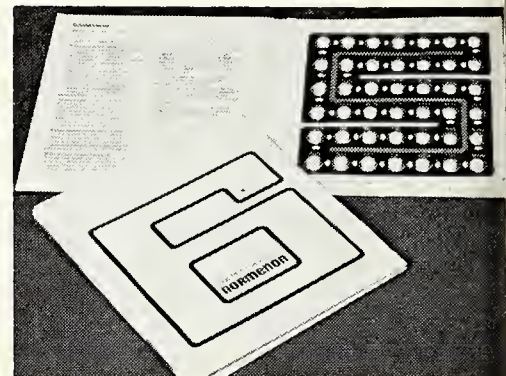
Messrs. Syntex have taken the unusual step of stressing the drawbacks to Normenon, the main one being that there is slightly more risk of pregnancy occurring than with the "virtually 100 per cent. reliable" combined preparations. For that reason, the product is recommended particularly for young women of unproven fertility in whom minimum hormonal in-

terference is desirable; women with contraindications to "combined" preparations — particularly oestrogen intolerance, and married women who intend to space their families but to whom the slight possibility of unexpected pregnancy would not come amiss. The advantages of Normenon include an absence of some changes in blood clotting factors seen with combined preparations (there may in fact be fibrinolytic activity) and continuous administration (particularly useful in illiterate populations). There is evidence that chlormadinone does not act in the majority of cases by interfering with ovulation, but rather by a local effect on the cervical mucus affecting sperm penetration.

Normenon is presented in a 42-tablet bubble-pack calendar wallet. Providing six weeks' supply dissociates the pack content with the cycle in order to emphasise the continuous nature of the therapy.

When the product was introduced at a Press conference on May 27, a spokesman for the Family Planning Association

quoted figures from a British trial of chlormadinone about to be published in the *Lancet*. They showed a pregnancy rate much higher than was quoted by Messrs. Syntex. Company spokesmen replied that the F.P.A. trials did not include enough cycles (2,000 in 200 women against 53,000 cycles in 5,000 women available to the company) and that the failures were associated with presentation of the tablets in bottles—character of pack could influence omission of doses.



Pharmaceutical Society of Northern Ireland MONTHLY MEETING OF COUNCIL

ACTION to be taken in connection with pharmaceutical services at a proposed health centre in Ballymena was discussed at the meeting of the Council of the Pharmaceutical Society of Northern Ireland on May 15. THE PRESIDENT said that a meeting of Ballymena contractors had been held on May 12. The Pharmacy Practice Committee had been approached by pharmacists in Larne and Antrim for advice and representatives from both were invited to attend. With Mr. Kerr and the secretary he had explained the courses of action open to contractors. In all three towns the deadline date for pharmacist participation was May 16. Each group had decided upon a particular course of action and the Health Services Board was being advised accordingly. The president paid a tribute to the useful work being done by the members of the Pharmacy Practice Committee. A meeting of the Committee had been held to consider health centres with deadline dates up to July 31. Where an approach had not already been made by local contractors, members of the Committee had endeavoured to arrange meetings of contractors in the areas to explain the possible effect on their businesses of the opening of a health centre.

Reporting on a meeting of Omagh Branch of the Society on May 13, the president said the secretary had dealt with the opening of a pharmacy by the profession in the new town of Craigavon and Mr. Wellwood with pharmaceutical services in rural areas in the years ahead. Some pharmacists present had felt little was being done to see that the public received a proper pharmaceutical service. It had been pointed out to them that since 1948 the number of patients for whom doctors dispensed had been halved. It was asked what would happen in a town with only one pharmacy and a number of dispensing doctors if the pharmacist was provided with premises within the health centre from which to provide a comprehensive pharmaceutical service. Mr. Wellwood said he was unable to give the answer but thought it would be a matter for discussion between the Northern

Ireland General Health Services Board and the doctors involved.

It was agreed to refer to the Education Committee an inquiry about the Council's giving recognition to the degree of a university in Great Britain to enable the graduate to undergo practical training in Northern Ireland. The president said that a party of French pharmacists would be visiting Belfast on May 23 and 24. The visit was part of an educational tour of Ireland and what information the Society had obtained about it came from the University. Had notice been received in advance the visitors could have been shown over the pharmacy department at Belfast College of Technology. The staff of the department would be free on May 23, on which date the Society's written examinations ended.

It was reported that Mr. W. K. Fitch (Editor, *Journal Mondial de Pharmacie*) was unable to accept the Council's invitation to the Belfast Conference. It was agreed to hold the next Council meeting in Belfast on June 26; the president and vice-president would be in London attending the Commonwealth Pharmaceutical Conference during the week in which the Council meeting was normally held.

MR. MCILHAGGER reported on a meeting in Belfast on April 28 to launch a campaign for home safety. The meeting had been arranged by the Northern Ireland branch of the Royal Society for the Prevention of Accidents; the president and he had attended as representatives of the Society. The importance of the rôle of the pharmacist in giving advice about the use of medicines had been stressed and he was pleased that pharmacists were to be invited to serve on the local committees being set up.

The Council meeting had been held in Londonderry at the invitation of local pharmacists who later were hosts to members and their guests on a bus run through co. Donegal. MR. B. J. MCCLOSKEY welcomed the visitors and the president replying said the annual visit to Londonderry was looked forward to with a great deal of pleasure.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed

Value of Business Studies

SIR,—I would express general approval of the inclusion of business studies in pharmacy courses. Students are probably fairly poor in that part of their education. But are the achievements of our economic experts in high office over the years so wonderful by comparison?

E. A. Cox,
Hurstpierpoint, Sussex

Supermarkets in Ireland

SIR,—I was amazed and offended to see on your front cover last week an advertisement for a company (Cow & Gate, Ltd.) whose product in this part of the world is to be purchased in the supermarket next door to me and others, and that they have the audacity to ask us to recommend it to our customers.

IRISH PHARMACIST

Always on Sunday

SIR,—Regarding the poor turnout for the Council candidates' meeting for questions on May 7, so far as retail pharmacy is concerned it is idle to expect a good turnout for any meeting unless it is called for a Sunday afternoon. Everyone knows why, yet they are still calling meetings for weeknight evenings.

FRANK WARREN,
Dartford, Kent

Cut-price Professionalism

SIR,—What a confident front we exhibit to the public! A schedule 4 prescription (private) which I dispensed today carried a fee, as suggested by the National Pharmaceutical Union's scale of charges, of 3s. above the retail price of the original pack. The reception of the price by the customer was: "I was only charged 7s 3d (the retail price) when I had it dispensed by . . ." — I do not wish to labour the point of discussion I had with the manager of the pharmacy concerned, who admitted a little concern. The main point I am making is that, apparently, all the legislation controlling scheduled drugs, and all the emphasis on professional responsibility is worth nothing, according to some of our colleagues.

D. L. THOMPSON,
London, N.W.2

Supply Under Difficulties

SIR,—I send you three cartons that demonstrate the difficulties of maintaining adequate supply of medicaments in this territory of Nigeria. The pile and dysentery mixture is sold extensively in Nigeria. Capsules of paromomycin, on the other hand, are virtually unobtainable, because the import agents and sole distributors do not carry sufficient stocks. A schoum concentrate was prescribed in French territories for pathologically confirmed dysentery, there being no paromomycin available, nor any glucose, or a condition that was evidencing itself as forty stools per day. Anyway, the local medical practitioner in this area learned of paromomycin and was uncertain of

the oral use of glucose. To provide them, the writer drove 560 miles across S.W. Sudan and had both the antibiotic and glucose flown out from the United Kingdom. It should not have been necessary to do so if import agents with the franchise carried stocks of "ethicals" for which they beg the manufacturers to grant them sole import rights in return for a "pie crust" promise to carry suitable stocks and perform sales promotion.

PROVOCATIVA

Pharmaceutical Schizophrenia

SIR,—Schizophrenia is a serious disease. Judging by the current battle being waged between the advocates of professionalism and of commercialism it is obvious that retail pharmacists are already suffering severely from the ailment — or soon will be. When talking to government officials pharmacists are highly qualified, professional people, but when they are talking to high-pressure business executives they quite readily assume the rôle of big business tycoons. This "split personality" problem will kill retail pharmacy if a solution isn't forthcoming soon. From wide personal experience of retail, industrial and wholesale pharmacy, it is my belief that, until retail pharmacists make up their minds to become either full-time professional pharmacists, devoting all their qualifications, time and energies to dispensing the nation's medicines and liaising on an equal footing with the G.P.'s and other professional practitioners, or full-time highly trained business men, they will never find a solution to this dilemma of trying to do two jobs at one and the same time, and finding it impossible to do justice to either. A division of pharmaceutical man-power could be achieved in two ways:—

- (1) By encouraging existing retail pharmacists to close down the many uneconomical units still in existence, and to set up instead large multi-pharmacist controlled units with the professional and business areas of the pharmacy controlled on a full-time basis by pharmacists trained, experienced and dedicated to their own chosen sphere of activity within each unit. The problems with this idea are, as has

often been pointed out, that retail pharmacists, by and large, are such individualists that they seem to be incapable of working together and also, unless some control of the opening of pharmacies can be achieved, that few pharmacists are prepared to risk leaving gaps in the High Street where another pharmacy might be opened up, and indeed who can blame them?

- (2) Transfer all dispensing from existing retail pharmacies into solely professional units in or adjacent to health centres. This would provide full-time career opportunities for those pharmacists who wish to devote all their energies to professional work and enable negotiations on remuneration to be conducted with the Government, unclouded by extraneous business activities.

Those pharmacists who see their future in terms of big business can then feel free to set up their pharmacy supermarkets, where they can compete with the grocers and other business men to their heart's content, and where they can support the N.P.U. and the pharmaceutical industry in general, along the lines which these bodies are so ardently advocating as the main solution to retail pharmacists' problems. By separating professional from commercial activities, general practice pharmacists could then really have the best of both worlds instead of the present set-up where, by and large, they are neither successful business men nor satisfied professional men and never will be as long as the present set-up continues.

FULL-TIME BUSINESS MAN



"You sold my wife some beauty cream seven months ago—when do I start seeing some results?"

'Point of Sale' Displays in the Making

A NEW factory, offices and showrooms at Springfield Gardens, London, E.5, for Robert Winsor Productions, Ltd., are the latest stage in the spectacular development of one of the leading suppliers of point-of-sale display pieces. Design and production at the works is concentrated mainly on wire, tube and related materials.

Founded in 1960 the company now employs nearly 100 staff. The new factory, 12,000 sq. ft in area, is equipped with some of the latest machinery, and is additional to a 4,000 sq. ft factory in Kingsland Road. Its managing director, Robert Winsor, is still only twenty-eight. He attributes his success to design standards closely keyed to customers' needs

and strict observance of delivery dates.

Equipment at the new works includes Servo-operated foot-controlled units for wire bending; a new welding machine that makes secure "T" joints in square-section wire; automatic straighteners and cutters that "cut clean" (so eliminating risk of damage to vacuum or shrink-wrapped packs). The factory has its own spraying/stoving and electro-plating plant, screen shops (but also puts much of that work out to specialist contractors), design, prototype-making and inspection departments. Many of its productions find their way into chemists' shops as display-pieces commissioned by pharmaceutical manufacturers.

SHOP TOPIC—19

WHEN *some* are selling, *more* could be sold. What is already selling big could sell even bigger. When the chemist sells three of one item in quick succession, he should not think "Very good." He should ask himself "Why not thirteen—or even thirty?" When he does so he will be on the way to merchandising the fast-sellers. To merchandise is to sell with the current, not against it. It does not involve high-pressure salesmanship. If anything is high-pressure, it is the public's anxiety to buy.

My first contact with this expressive word came many years ago. A colleague managing the confectionery section in a department store at which we both worked was told by his director: "I do not want to know at the end of the week how many quarter-pounds you have sold. I want to know how many tons. Your business is to merchandise sweets—not to retail them."

But the chemist is not a grocer, nor can he be a merchandiser over his whole stock range. He is not operating on a large enough scale. The big-buy/price-advantage gambit will not normally be available to him. But he can be a *selective* merchandiser and can apply the technique to those items that are selling fast at any particular time. Could not you do this?

Attitude of Mind

Merchandising is primarily a "technique of thinking," an attitude of mind. It is concerned with the *methods* that will move big quantities. Indispensable to the large retailing organisation because of its high capitalisation, merchandising techniques can also help the smaller man if used judiciously.

No one can foresee precisely what will sell fastest at any time. Some will make a better guess than others. And the question is not what is selling fastest this year, or this month, or even this week, but what is selling fastest today.

For every person who has thought her or his way through to a purchase of the fast-seller, there are likely to be several who would respond to suggestions. Therefore

What is Selling Fastest?

the item or items should be prominently shown in the window's central exhibit. Further, the interior displays should be quickly rearranged to incorporate it or them. If there are any obvious accessories — such as heaters for babies' bottles — they should be linked in the window and interior displays. A small window bill could help.

In aiming at greater success, you know that there is no substitute for bigger turnover. And you will not forget that skill in merchandising fast-sellers can make a striking contribution to turnover.

Two Advantages

Merchandising the fast-sellers could have two further advantages for you. On the one hand, putting pressure behind the "winners" can give a jerk to the general movement of stock. On the other, the exercise of identifying the fast-sellers *day by day* could give you many new angles on the conduct of your business.

The independent chemist knows that there is much he can learn from the large retailing concerns that is applicable to his own business. Their deepest interest is the close and continuing study of profitability. On that study, merchandising — even limited merchandising — has a close bearing because it aims at greater dexterity in the movement of merchandise.

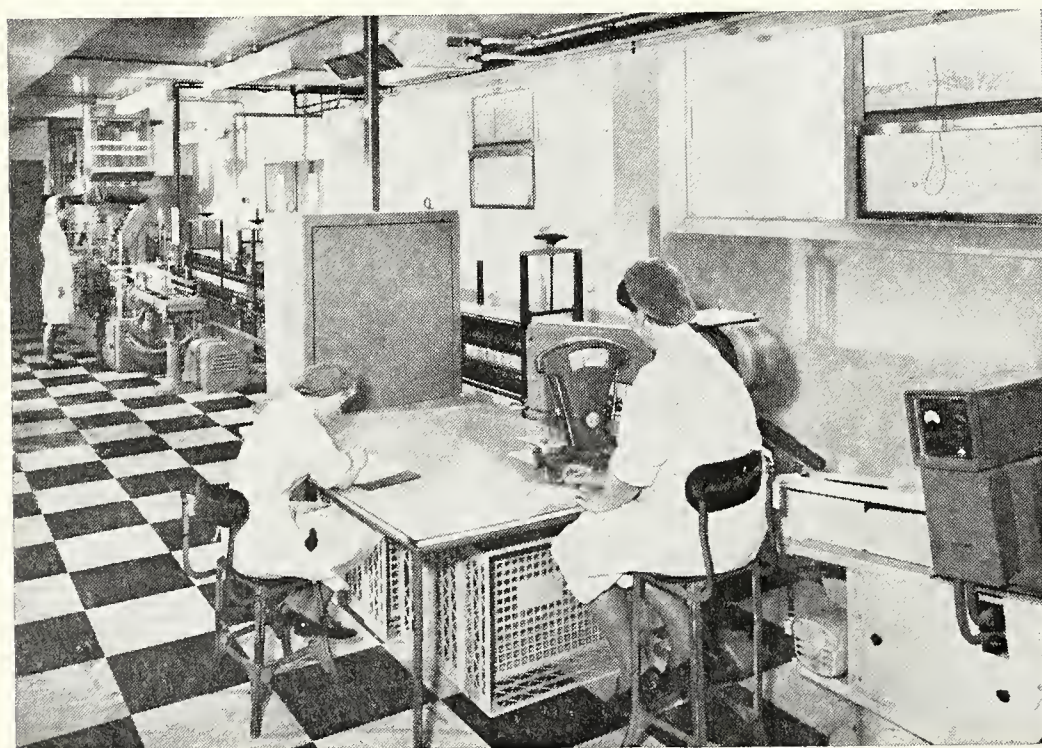
Because the chemist's interest is in items to which sales-resistance is low or non-existent, he will study national advertising and brand and item popularities. Arithmetic will reinforce personal enthusiasm in the management of the store. *Facts* on merchandise movement will then replace *impressions*. As he becomes more interested in merchandising, the chemist will

- Watch for fast-movers;
- Observe brand and item popularity;
- Be alert to the possibilities of "novelties";
- Guard against mere impressions by frequent stock-taking.

STANLEY TOWNSEND

Package Big Deal

Printed carton, sealed lining and machine to fill them in a single transaction



Packaging of Farley's "instant" baby meals on a Pemplex machine.

UNDER a new Pemplex packaging system Farleys Infant Food, Ltd., are turning out their pre-cooked dried baby-dinner packs continuously at the rate of over 120 a minute. The four-colour cartons they buy from Pembroke Carton and Printing Co., Ltd., Basildon, Essex, are received flat but already lined with a heat-sealed tube of polythene. The folded cartons are erected and filled on a continuously operating Italian-made Pemplex 796 machine for which Messrs. Pembroke hold the United Kingdom licence (but have themselves licensed a competitor). In choosing the Pemplex system to pack the "instant" baby meals, Messrs. Farley considered consumer convenience, appeal to the retailer, ease of production in their own factory and, of course, cost. The quality of the Farley product is maintained for a considerable period under United Kingdom conditions by the liner of polythene fin-sealed at both ends on the machine and giving protection against moisture, oxygen and foreign odours. Other linings may be more suitable for other products. The carton board outer protects the contents from light and gives mechanical protection. The pack is opened quite simply and gives easy access for spooning out the contents. Reclosure is effected by a tuck-in flap.

Unichem Transformed

ON Wednesday of this week shareholders of Unichem, Ltd., were given full details of changes proposed in the structure and direction of the organisation.

Entire effect is being given to recommendations made by a firm of management consultants (Robson, Morrow & Co.), after they had been called in for advice. It had become evident, say the directors, that the original basis on which Unichem was set up could no longer be sustained. Trading difficulties were sharply reducing profitability and the shares of members who were no longer trading as chemists were being found difficult to transfer.

Unichem was formed in 1938 "to create a voluntary chain as a supporting service to private and independent pharmacists." Brain child of its president and founder, Ernest Skues, it attracted adherents among chemists in most parts of the country, but especially in areas round the four depôts of the group at Croydon, Walthamstow, Nuneaton and Leeds. Despite increased membership and increased sales in recent times, profits have been falling and members have ceased to have the financial advantage of rebates on sales.

Studies Before the Scheme

The full new scheme of reorganisation is based on detailed studies of what the retail pharmacist most expects from his organisation. That is summed up as being:—

- REGULARITY OF SERVICE
- RELIABILITY OF RANGE
- REBATE ON PURCHASES.

In Unichem's "Plan for the 70's," the main objective is a return to the original concept of an association of independent pharmacists. That will be brought about by adopting four courses of action. First is a completely new approach to the function of a member-orientated wholesaler, with the aim of achieving above-normal efficiency through co-operation, and above-normal profits. Second is to provide for the three "Rs" listed above (regularity; reliability; rebate). Third is conversion from a company into a Society, with distribution of profits to members before deduction of corporation tax, at the same time strengthening the management team. Fourth new action is the provision of supplementary services aimed at assisting the pharmacist to increase the profitability of his own business.

Products handled by Unichem are being separated into medical lines concerned with the professional rôle of the pharmacist; and counter lines concerned with his commercial rôle. Organisation within the depôts is being modified so that different sections of the staff concentrate on the widely different needs of those two sides of the business. Special attention is being paid to the routing of orders, not only to bring benefits to customers but to rationalise the work of the depôts. Medical goods will be delivered by services quite distinct from those used for counter lines. Greatest opportunities for increasing pro-

fits are considered to be in the field of counter lines. Objective is to provide "the best service that can be obtained from any wholesaler."

Additional depôts distributing medical products only are being opened in all highly populated areas and service representatives are being appointed to keep in close touch with the retailer. The service representatives will be responsible for organising and revising the van rounds.

The Unichem counter service will provide for twice-a-week deliveries of orders received in writing by first post on the day before delivery; order documents designed to suit the type of trade; and regular discount terms for purchases in packs. The retailer will thus be able to purchase at favourable rates without having to hold the large stocks that result from buying direct from manufacturers, so reducing his investment in stock.

The overall advantage of the change is in the higher profits that should accrue to the wholesaling operation.

Under the medical service all regularly used medical lines will be available. Other medical lines will be similarly available except for a delay in delivery, on occasions, of up to twenty-four hours. The range of toiletries and proprietary medicines stocked will be comprehensive, the range of sundries reviewed constantly to provide an attractive selection to meet retailers' regular and seasonal requirements.

A registered Society

To overcome the previously mentioned difficulties connected with the equity capital that arise when, in a company registered under the Companies Acts, a shareholder retires or dies, Unichem is being converted into a Society registered under the Industrial and Provident Societies Acts. That will also enable a larger part of profits earned to be passed on to members (since all distributions on capital are made before calculation of liability to corporation tax). Main distributions will be made by reference to members' purchases from the Society. Traders will receive rebates reducing trading costs.

The benefits of membership accrue to those who subscribe the agreed amount of share capital. Subject to certain limitations non-members may trade with the

Society, but they, however, will be entitled only to normal trading benefits.

Members and non-members alike will be required to make from the Society purchases above a certain minimum each year. Members' required subscription will be £400 for each shop, subject to an overall limit of £1,000.

Existing shareholders' shares will be converted into £1 shares at par, up to a total of £1,000 in respect of each holder. Amounts in excess of £1,000 will be converted into redeemable loan stock at par. That will be transferable. The intention is that present shareholders who do not trade with the Society will be required to convert their shareholdings into the loan stock; those holding more than 400 shares per outlet will be required to convert the surplus into loan stock; shareholders with fewer than 400 shares per outlet will be required to make up the total (subject to the overall limit of £1000) so as not to hold fewer, or not to have paid up less per share, than a new subscribing member. New subscribing members will be required to subscribe for 400 shares per outlet, and to pay £100 on application and further sums of £100 at the end of one, two or three years. Amounts of £200 and £250 for each instalment will be required where two or more outlets are involved. Rate of interest payable on share and loan capital is not yet decided. On loan capital it is likely to be $\frac{1}{4}$ per cent. above the initial rate on share capital, which is being set between a minimum of 5 per cent. and a maximum of 1 per cent. above Bank Rate. Each member will have one vote only.

Profits and Rebates

Profits of a Society, such as Unichem will now become, are divisible among its members. In addition to interest on share capital paid up, there will be rebates payable and declarable in much the same way as dividends, except that they are related to purchases and not shareholding. Not subject to tax at source when in the hands of the retailer, they are or a reduction in the cost of the goods purchased.

To ensure proper direction under the new set-up, top management is being given greater representation on the board, but they will still be elected representatives (approximately one for the area covered by each depôt serving medical lines).

PRINCIPAL EXECUTIVES OF THE REORGANISED UNICHEM



Mr. J. Howard Evans,
CHAIRMAN



Mr. E. G. Smith,
MANAGING
DIRECTOR



Mr. G. J. White,
GENERAL
MANAGER



Mr. P. J. Dodd,
FINANCE
DIRECTOR

MODERNISING YOUR SHOP

by H. G. Makins, Head, MMM Store Planning Service, NCR

RETAIL chemists are beginning to appreciate the value of modernisation but there are still many who continue working in a pre-1939 environment. A great deal could be done to improve the interiors of those pre-war-type pharmacies to make them more inviting and more functional in the service they offer to customers.

Modernising a shop means not simply replacing old counters and shelving with a new counter and new shelving, but also the careful planning of the shop interior and the strategic siting of fixtures and stock.

There are too many cluttered shops, too many non-pharmaceutical products hidden away from the customer, out of reach and therefore out of mind. Millions of pounds are spent each year on packaging goods, giving them eye-appeal, making them irresistible to the itinerant shopper. Too many of those products end up stacked on a stockroom shelf or hidden in a glass showcase at the back of the shop.

Every retail chemist today should be examining his methods of selling to customers. The size of the shop does not enter into the matter; any area can offer opportunities for change.

Replanning a shop's layout is not change for the sake of a change. It is the basis of the new methods of selling—moving stock instead of holding it.

Why a Stock Room?

When you come to analyse it there is little difference between a stockroom's function and the function of the shop's sales area. Both hold stock, but on the one hand it is inactive stock and on the other it is available for sale.

Here is the first and, perhaps, the most obvious method of increasing the selling area of your shop. The stockroom may be reduced in size to the minimum area necessary for unpacking, checking and pricing goods received. After all, it is important to remember that the stockroom area is costing as much money in overheads as the selling area. It makes good sense to convert it into an active selling area.

Take a Long Look at Your Counter

Another "barrier" to sales is your counter. What is its purpose? To serve from or to wrap up goods upon, a cash-control point or a display area? In most situations it is a combination of all these things and for that reason it ceases to function efficiently for any of them. In the light of proved modern retail techniques the counter may be considered to be an unproductive area

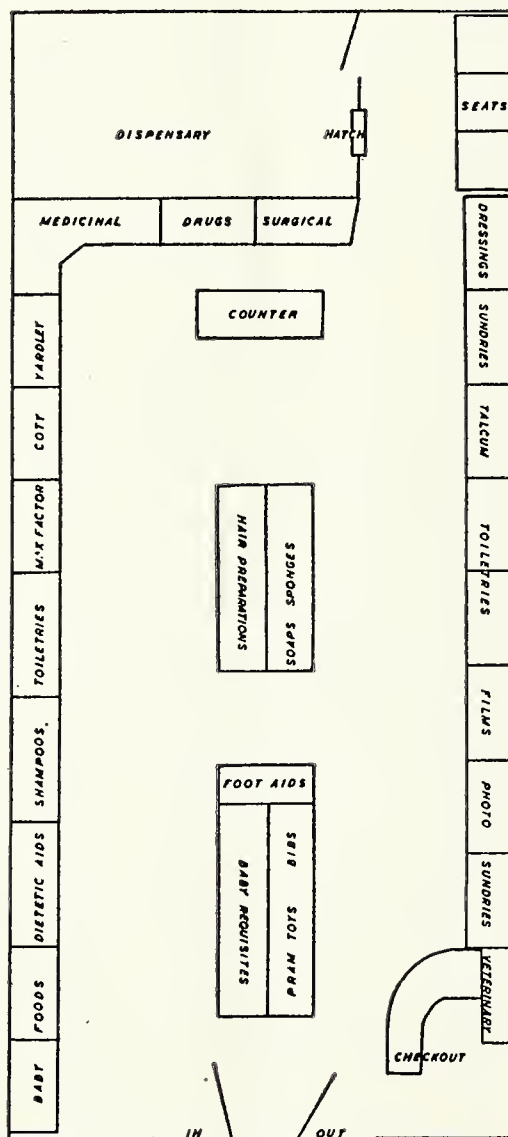


Diagram of a modern layout for a pharmacy.

and, as a service area, it is psychologically bad as it places the chemist on one side and the customer on the other.

The size of the counter commonly in use is far bigger than is necessary for the cash-and-wrap operation, while as a display area it is "one-sided." For the cubic feet it takes up in the shop the counter is not a functional piece of shop fitting.

Planning Your "New" Shop

In the N.C.R. Modern Merchandising Methods Service, which has been advising retailers of all kinds for almost twenty years, we consider that there are three important stages in the conversion to a modern selling system.

- 1 psychological—the retailer must be convinced that such a system will work for him.
- 2 strategical—careful planning of layout so that nothing is overlooked

that would affect the success of the conversion.

3 physical—the actual shop refitting.

A few points should be mentioned concerning the second planning-stage. There should be sufficient room for customers to move around your shop easily. The minimum width between fixtures should be 5 ft—and watch out for possible congestion at points of service. Don't "barricade" customers in. Fixtures should not be placed across the path of a natural "customer flow", for such an arrangement would deter customers from walking around the whole shop.

Make sure that the customer can see quickly where she can pay for her purchases. If she finds it difficult it may well be that she will find it easy to walk out with the item without paying for it. Because of this the siting of the cash register is important. Special consideration should be given to choosing the best kind of cash register for your new operation, and the manufacturer will, of course, advise you here, for there are many different models on the market. Make sure that the one you decide upon is suitable for decimal-currency operation in 1971.

Finally, the following fundamental principles of the presentation of goods to customers have a direct bearing on an efficient shop layout:—

All available stock should be on view to the customer.

As much as possible should be accessible to the customer for her personal examination and selection.

Stock should be displayed in "sign-posted" sections and should be clearly price-marked.

Good lighting is necessary for effective display of goods.

Our experience has been that the modern shop system solves most of the "retailer" problems facing the chemist who, in the past, has placed his professional service first and foremost and left the retail side of his business to work itself out.

A Happy Marriage

STRENGTH, ease of access and instant adjustability are key features of the Monta racking system, developed by Bruynzeel Wood Products Co., Ltd., Stocklake, Aylesbury, Bucks, to help solve the specific problems associated with retail warehousing. Described by the makers as a "happy marriage of wood and steel," ensuring a safe load factor of up to 800 lb per shelf. The Monta system comprises only two main components, uprights and shelves. Produced from high-quality Northern European timber, planed to a smooth finish on both sides and with a rounded leading edge, the uprights have notches every two inches and into which fit the strong steel brackets supporting the shelves, giving complete flexibility of shelving arrangement. Additional strength and resistance to heavy usage is provided by the fitting of two metal

angles to the underside of each shelf. The angles run the full depth of the shelf, making it impossible to break, and fit into the shelf brackets to give a strong and positive location. Monta racks may be made up to any length, and placed free-standing anywhere. The



system is also available in a multi-tier form, providing integral mezzanine floor and service staircase. The company offer a free consultancy service.

Stored Flat

AN effective counter display of toiletries may be made from Marler Haley Multiscreen and ladder frames. The structure is of a permanent nature but can be dismantled quickly and easily without tools by untrained personnel, stored flat and re-erected when required in an entirely different format. Gambits by Marler Haley provide an effective window or counter display. They can be



assembled in various shelf combinations and again pack flat for storage. Details of other Exposystems are available free from Marler Haley (Barnet), Ltd., Queens Road, Barnet, Herts.



A CONVERSION: A factory area was converted into a toiletries packing department at Graesser Salicylates, Ltd., Sandycroft, Deeside, Fints, where the new opaque industrial ceiling panel designed by Isora Integrated Ceilings, Ltd., Slough, Bucks, was used for the first time. The ceiling was installed by the company's Northern division, 2 Manor Road, Altrincham, Ches.

OPERATION NORDIA SCORES FOR CHEMIST

A BOLD "out with the old and in with the new" policy has paid off handsomely for Arnett & Co., Ltd., Amersham, Bucks. For, only six months after a "face-lift" operation to a chemist's shop they took over in Sycamore Road, takings are averaging a 20 per cent. increase.



A major part of the transformation was the installation of shopfittings by Nordia and, said shop manager Mr. Harold Gore: "It has certainly been well worth while." The shop was modernised with the latest version of the sophisticated international shopfitting

system manufactured and marketed in the United Kingdom by William Mason & Son, Ltd., Leeds, Yorks.

When Arnett & Co. took over the shop in October, 1968 the company decided that modernisation was an immediate priority. Said Mr. Gore: "The shop and its fittings were very old-fashioned. We virtually had to rip it apart. We gave it a new frontage, put in a false ceiling—and called in Nordia. A large part of our success is due to the Nordia shopfitting system." New Nordia has fulfilled three major needs for Messrs Arnett. It has:

- Increased profitability
- Improved the appearance of the shop
- Made the day-to-day running of the pharmacy easier.

Mr. Gore has found that his customers appreciate the advantages of the improvements brought about by Nordia installation. "People often come into the shop nowadays and say 'I didn't know you stocked so-and-so' — simply because they had never seen a particular line before as it had been hidden away in a drawer or a cupboard. Now we can have everything on open display — from foods for diabetics to sun-glasses."

Another advantage found by Mr. Gore and his staff is the ease with which displays can be switched. They have found too that, while the fittings are attractive and enhance the appearance of the shop, they are discreet enough not to steal the limelight from the goods.

Trade Report

LONDON, MAY 28: Sierra Leone came back into the GINGER market on offers of new crop root after an absence of several weeks. The effect was to cause some easing in Nigerian prices but neither Cochin nor Jamaica reacted in sympathy.

Spot Matto Grosso IPECACUANHA also came on offer for the first time in weeks. Prime Cape ALOES eased a further 5s. cwt. but Chinese MENTHOL was sixpence lb. dearer and CARDAMOMS advanced 2s. lb. for shipment. Moroccan CORIANDER SEED at 77s. 6d. cwt. showed a rise of 7s. 6d. on the week. KARAYA and ACACIA GUMS were sharply advanced.

In ESSENTIAL OILS spot PETITGRAIN was dearer by one shilling lb. LEMONGRASS remained firm at the previous advanced level. The Italian Government's control on Lemon has been relinquished, but the return to free market conditions has barely affected prices.

Pharmaceutical Chemicals

ANTIMONY.—TRICHLORIDE, in flake, 2 kg drums about 15s. kg; POTASSIUM, TARTRATE, U.S.P., 9s. 6d. lb.

ATROPINE.—(Per kg for 500-g lots): ALKALOID and METHONITRATE, 1,200s.; METHYLBROMIDE, 1,183s.; SULPHATE, 970s.

BEMEGRIDE.—B.P.C. 320s. kg.

BENZAMINE LACTATE.—In 500-g lots 1,023s. per kg.

BROMIDES.—Crystals (per kg):—

		Under 50 kg	50 kg	250 kg
		s. d.	s. d.	s. d.
POTASSIUM*	...	6 5	5 10½	5 8
SODIUM	6 5	5 10½	5 8
AMMONIUM	...	7 4	6 9½	6 6

*Powder 4d. kg more.

EMETINE.—HYDROCHLORIDE, £450 kg.

EPHEDRINE.—HYDROCHLORIDE, 4s. 9d. per oz for 1,000-oz lots. METHYL derivative, 425s. kg.

ERGOMETRINE.—MALEATE, B.P., 144s. per g for 5-g lots; 10-g, 138s. g.

GLUCOSE.—(Per ton) MONOHYDRATE, B.P. powder, £76; ANHYDROUS, £48 10s.; LIQUID, 43° Baumé, £59 10s. (5-drum lots).

GLYCERIN.—B.P. grade, per cwt:—

	Over 25 tons	5 tons and under 25 tons	1 ton and under 5 tons	Under 1 ton
	s. d.	s. d.	s. d.	s. d.
5-cwt drums	245 0	247 0	250 0	256 0
2½-cwt "	248 0	250 0	253 0	259 0
56-lb tins	252 0	254 0	257 0	263 0
28-lb "	274 0	276 0	281 0	290 0
14-lb "	278 0	280 0	285 0	294 0

Bulk tank wagon loads from 241s. to 242s. 6d. Technical grade, less 5s. cwt.

HEXAMINE.—B.P.C. 1959, 50-kg lots are 6s. per kg.

HYDROQUINONE.—1-cwt lots, 10s. per lb. 1-ton, 8s. 6d.

HYOSCYAMINE SULPHATE.—1-kg lots, 1,357s.

HYPOPHOSPHITES.—Per kg:—

Quantity	5 kg	12.5 kg	50 kg
	s. d.	s. d.	s. d.
CALCIUM, B.P.C.	21 8	17 10	16 7
IRON, B.P.C.	39 3	38 0	36 9
MANGANESE, B.P.C.	—	37 2	36 0
POTASSIUM, B.P.C.	27 1	24 9	23 6
SODIUM, B.P.C.	—	20 1	18 10

ISOPRENALINE SULPHATE 5-kg, 273s. kg.

KAOLIN.—Light, 500-kg, 1s. 3d. kg and 1,000 kg, 1s. 2d.

LITHIUM SALTS.—In 1-cwt lots, CARBONATE 5s. 9d. lb; CHLORIDE granular, 10s. 1d. powder 10s. 2½d.; HYDROXIDE, 6s. 5½d.

MAGNESIUM CARBONATE.—1-ton lots; LIGHT, £135 6s. 8d.; HEAVY, £135-£163 6s. 8d.

MAGNESIUM HYDROXIDE.—B.P.C., 1-ton lots, £466 13s. 4d.

MAGNESIUM OXIDE, B.P. (Per ton).—LIGHT, £485 6s. 8d.; HEAVY, £793 6s. 8d.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. lb for 1-cwt lots.

MAGNESIUM PHOSPHATE.—TRIBASIC, B.P.C. 1949, 10s. 4d. kg, in sacks; DIHYDROGEN, 9s. kg for 50-kg lots.

MAGNESIUM SULPHATE.—B.P. crystals in minimum 1-ton lots £27 per ton, EXSICCATED, £70-£74 ton, ex works.

MAGNESIUM TRISILICATE.—1-ton £448.

MERCUROCHROME.—145s. 4d. per kg.

MERSALYL.—ACID, 283s. per kg; SODIUM, 280s.

METHYL SALICYLATE.—250-kg, 8s. 5½d. kg.

PARACETAMOL.—250-kg, 21s. 10½d. kg.

PHENACETIN.—B.P. 1,000 kg, 13s. 11½d. kg.

PHENAZONE.—1-cwt lots, 9s. 6d. per lb.

PHENOLPHTHALEIN.—1-cwt, 9s. per lb.

PIPERAZINE.—Less than 50 kg are: ADIPATE, 19s. 3d. per kg; CITRATE, 18s. 6d.; HEXAHYDRATE, 13s. 3d.; PHOSPHATE, 20s. 6d.; TARTRATE, 19s. 6d.

ZINC CARBONATE.—B.P.C. 25-kg sacks, 4s. 9½d. kg.

ZINC CHLORIDE.—B.P.C. 1959, sticks, 23s. per kg granular 96-98%, £120-£125 ton.

ZINC OXIDE.—B.P., 2-ton lots, £135 3s. 6d. ton.

ZINC PEROXIDE.—1-cwt lots of B.P. 1953, 5s. 3d. per lb.

ZINC SULPHATE.—Commercial, £54 ton.

Crude Drugs*

ALOES.—(per cwt)—Cape primes, 310s. spot; 290s., c.i.f. Curacao, 560s. spot; 550s. c.i.f.

CARDAMOMS.—(Per lb). Alleppy greens, 27s. 6d., c.i.f.; prime seed, 37s. 6d., c.i.f.

GINGER.—Per cwt, Nigerian, peeled, 450s., spot; 430s., c.i.f.; split, 450s., spot; 415s., c.i.f.; Sierra Leone, 505s., c.i.f.; Jamaican No. 3, 660s.

GUMS.—(Per cwt).—ACACIA.—Kordofan cleaned sorts, 257s. 6d., spot; 256s. 6d., c.i.f. KARAYA.—No. 2 f.a.q. gum, 565s. spot; 550s., c.i.f. TRAGACANTH.—No. 1 spot, £285; No. 2, £265; No. 3, £225.

IPECACUANHA.—(Per lb)—Matto Grosso, spot, 52s. 6d.; 52s., c.i.f.; Costa Rican, spot, nominal; shipment, 63s., c.i.f.

MENTHOL.—(lb). Chinese, 35s., spot; shipment, 33s. 6d., c.i.f. Brazilian, 29s. 3d. spot; forward, 29s., c.i.f. (May-June).

SEEDS.—(Per cwt)—ANISE.—China star unselected, 230s.; Spanish green, 265s., both duty paid. CARAWAY.—Dutch, 180s., spot. CELERY.—Indian current crop shipment, 475s., c.i.f.; new crop July-August, 327s. 6d., c.i.f. CORIANDER.—Moroccan, 77s. 6d., spot; new crop July-August, 74s. 6d., c.i.f. CUMIN.—Iranian, 195s., duty paid; shipment, 145s., c.i.f. DILL.—Chinese, 115s., duty paid; 95s., c.i.f. FENNEL.—Chinese, 110s., duty paid; 97s. 6d., c.i.f. FENUGREEK.—Moroccan, 71s., duty paid, 57s. 6d., c.i.f. MUSTARD.—English, 55s. to 95s. as to quality.

Essential and Expressed Oils*

ALMOND.—Imported, 5s. lb spot.

AMBER.—Rectified, spot, 2s. 6d. per lb.

ANISE.—Chinese, 15s. 6d. lb; 15s., c.i.f.

BAY.—43s. lb, spot; 41s., c.i.f.

BERGAMOT.—Spot, from 68s. to 78s. lb.

BIRCH TAR.—Rectified, 16s. lb on the spot.

BOIS DE ROSE.—Brazilian, 19s. 9d. lb spot and 19s., c.i.f.

BUCHU.—Imported, 1,200s. lb.

CADE.—Spanish, 2s. 6d. lb, drum lots.

CAJUPUT.—Spot from 10s. to 12s. lb.

CAMPOR, WHITE.—Spot, 7s. 9d. kg, duty paid, 7s., c.i.f.

CANANGA.—Java, 24s. per lb.

CARAWAY.—Spot, 55s. lb; English, 75s.

CARDAMOM.—Indian, 525s. per lb, English distilled, 830s.

CASSIA.—Spot 20s.-25s. per lb for 80-85 per cent., 19s., c.i.f.

CASTOR.—B.P., £200 ton, naked, ex mill.

CEDAR.—LEAF, 60s. lb; WOOD, African, 7s. 6d.; American, 13s. 6d.

CELERY.—Resellers of Indian at 500s. lb.

CINNAMON.—English distilled, 52s. per oz; Ceylon leaf, 16s.; Seychelles leaf rectified, 22s. 6d.

CITRONELLA.—Ceylon, 8s. 6d. per lb spot; 8s., c.i.f.; Formosan, 6s. 3d., duty paid; 6s. 6d., c.i.f.; Chinese, 5s. 3d., in bond and c.i.f.

CLOVE.—(lb) Madagascar leaf, May-June shipment, 13s. 11d., c.i.f.; spot, 13s. 10½d., in bond, English distilled bud, 66s. (1 cwt lots).

COD LIVER.—B.P. in 45-gal drums at 12s. per gal, plus 30s. deposit on drums. Veterinary is from 9s. 10d. to 10s. 9d. per gal 25 stone lots, delivered.

CORIANDER.—From 45s. per lb. spot.

CUBE.—English distilled, 100s. per lb.

CUMIN.—English distilled oil from 120s. per lb. Imported from 100s.

DILL.—B.P., 52s. 6d. lb spot.

EUCALYPTUS.—Chinese, 80-85 per cent. spot nominal; 10s. 6d. kg c.i.f.

FENNEL.—Spanish sweet, 13s. 6d. lb.

GERANIUM.—Bourbon, 110s. lb.

GINGER.—Imported (per lb); Indian, 365s. Chinese, 80s., nominal; Jamaican, 175s.

GRAPEFRUIT.—Florida, 25s. lb spot.

JUNIPER BERRY.—English distilled, 270s. lb; imported, 65s.

LAVANDIN.—French, 30-32%, 24s. lb.

LAVENDER.—French, 40-42%, 20s. lb.

LAVENDER SPIKE.—Spanish, 55s. lb.

LEMON.—Sicilian, 35s. to 55s. lb spot.

LEMONGRASS.—Spot, nominal; 61s. kg, c.i.f. (June July).

LIME.—West Indian distilled from 70s. per lb.

NUTMEG.—East Indian, 45s. lb; West Indian, 80s.; English distilled, 100s.

OLIVE.—Spot, £345-£350 per ton ex wharf. Shipment: Spanish, £273-£280 metric ton f.o.b.; Tunisian, £280c. and f., London.

ORANGE.—Florida sweet, 6s. per lb.

PALMAROSA.—205s. kg, spot and c.i.f.

PATCHOULI.—Spot, 25s. to 26s. per lb, duty paid; shipment, 21s. to 23s. 6d., c.i.f.

PENNYROYAL.—22s. 6d. lb, duty paid.

PEPPERMINT.—(Per lb) *Arvensis* Chinese, 10s. 9d. spot; 10s. 6d., c.i.f. Brazilian, 10s. 9d., spot and c.i.f. American *Piperita*, 40s. to 60s., Italian, 95s.

PETITGRAIN.—Paraguay for shipment, 18s. lb, c.i.f.; spot, 20s.

PIMENTO.—(Per lb)—BERRY, imported, 95s.; English distilled, 390s.; LEAF, 24s. c.i.f.

PINE.—*Pumilionis*, 15s. 6d. to 17s. 6d. per lb; *sylvestris*, 11s.; *abietis*, 20s.

ROSEMARY.—Spanish, 12s. lb, spot.

SAGE.—Spanish, 19s. 6d. per lb.

SANDALWOOD.—Mysore spot, 295s. kg. East Indian, 315s., c.i.f.

SPEARMINT.—American, 52s. lb. Chinese spot, 62s. 6d. per kg; shipment, 60s., c.i.f.

TANGERINE.—From 35s. to 45s. lb.

VETIVERT.—Bourbon, spot, 100s. per lb.

* Prices obtained by importers or manufacturers ex-warehouse for bulk quantities.

United States Report

NEW YORK, MAY 27: AGAR prices ranged from \$2.75 to \$3 lb. GRAPEFRUIT OIL sold between \$1.75 and \$2.65 lb. Brazilian MENTHOL was at a peak level of \$4.50 lb because of short supplies available in market.

Trade Marks

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal,"
May 21, No. 1734

- DEFINOL, 935,037, MAXICON, 935,040, by Johnsons of Hendon, Ltd., London, N.W.4. For photographic chemicals (1)
- CLAIROL CONDITION, 851,007, by Bristol-Myers Co., New York, U.S.A. For cosmetic preparations for conditioning the hair (3)
- TOSAN, 913,033, by Blendax-Werke R. Schneider & Co., Mainz/Rhine, Germany. For perfumes, cosmetics and dentifrices (3)
- REVLON SNAPPY SET, 923,818, by Revlon (Suisse), S.A., Zurich 5, Switzerland. For hair setting preparations (3)
- ARDENA DELETE, 924,004, by Elizabeth Arden, Ltd., London, W.1. For depilatory preparations, none containing abrasives (3)
- REVLON FLEX, 925,288, by Revlon (Suisse), S.A., Zurich 5, Switzerland. For preparations for imparting flexibility to the hair (3)
- SCRUM-HALF, 926,060, by John Michael Stirling, Leicester. For after-shave lotions (not medicated), talcum powder for toilet use, and hair creams (3)
- LE DIX BALENCIAGA, B927,552, by Parfums Balenciaga, Courbevoie, France. For perfumes, non-medicated toilet preparations, soaps, cosmetics, dentifrices and preparations for the hair (3)
- LENTHERIC SHAVE EASY, 927,733, by Lentherric, Ltd., London, W.1. For shaving lotions and shaving soaps (3)
- LENTHERIC LIVELY LASHES, 927,734, by Lentherric, Ltd., London, W.1. For non-medicated toilet preparations and cosmetic preparations, all for the eyes and eye lashes; artificial eyelashes being toilet articles for beautifying (3)
- DERMOLIP, 927,873, by Laboratoire Du Dermophil Indien, La Ferte-Place, Orne, France. For cosmetic preparations, non-medicated toilet preparations and perfumes, all for the skin (3)
- SCEPTRE, 930,659, by Deb Chemical Proprietaries, Ltd., Belper, Derbyshire. For toilet soaps, in gel, liquid or cream form (3)
- DAR-LIN, B922,655, by Santen Seiyaku K. K., Higashi-Yodogawa-ku, Osaka, Japan. For eye-lotions (5)
- COLSOR, 926,476, by J. Pickles & Sons, Knaresborough, Yorks. For medicated ointment (5)
- LIASSO, 926,481, by Monsanto Co., Creve Coeur, Missouri, U.S.A. For herbicides (5)
- STREPTO-KEMICETINE, 927,486, by Carlo Erba, S.p.A., Milan, Italy. For pharmaceutical and veterinary products, all for the treatment of streptococcal infections (5)
- VIVI SELTZER, 927,518, by Beecham Proprietary Medicines, Brentford, Middlesex. For pharmaceutical preparations in powder or tablet form, all for use in making seltzer-water (5)
- (Device) 927,833, by Rumenco, Ltd., Burton-on-Trent, Staffordshire. For preparations of vitamins and minerals for use as nutritional additives or adjuncts to animal foodstuffs; veterinary preparations for use as additives to animal feeding stuffs (5)
- TRAN-SPLAN, B928,180, by Wellcome Foundation, Ltd., London, N.W.1. For immunosuppressive preparations for human or veterinary use (5)
- YERMONIL, 928,634, by CIBA, Ltd., Basle, Switzerland. For pharmaceutical preparations and substances for human and veterinary use (5)
- BRISTOW'S FREE & LOVELY, B928,985, by T. F. Bristow & Co., Brentford, Middlesex. For pharmaceutical preparations for topical use in the treatment of dandruff (5)
- SO-APRIM, 929,128, by Wellcome Foundation, Ltd., London, N.W.1. For pharmaceutical, medical and veterinary preparations and substances (5)
- (Device) 929,842, by A. B. Cernelle, Angelholm, Sweden. For vitamin preparations, pharmaceutical, veterinary and sanitary preparations; deodorants; bandages; material prepared for bandaging; medical and surgical plasters and surgical dressings; infants' and invalids' foods and dietetic food; disinfectants, germicides and insecticides (5)
- PEMATE, 930,303, by CIBA, Ltd., Basle, Switzerland. For chemical preparations for killing weeds and destroying vermin (5)
- QUADRIRERM, 932,210, by Unigreg, Ltd., London, S.W.19. For pharmaceutical preparations and substances, all for use in the treatment of ailments of the skin (5)

- PALMOLIVE, 929,071, by Colgate-Palmolive Co., New York, U.S.A. For razors and razor blades (8)
- CONCORDE, 934,148, by Stuart Somers, Ltd., London, S.E.1. For stainless steel safety razor blades (8)
- METRAPHOT, 921,901, by Metrawatt, A.G., Nurnberg, Germany. For photographic apparatus and instruments (9)
- MAZDA, 933,720, by A.E.I. Lamp and Lighting Co., Ltd., London, W.C.2. For lamps and lighting apparatus, all for medical and surgical use, and parts and fittings (10)

Patents

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents),"

May 21, 1969

- Gelling of nitric acid. E. I. Du Pont de Nemours & Co. 1,156,703.
- Anti-schistosomal agents and their preparation. W. V. Morris, J. Pellegrino, M.F.D.S., Filho.
- Penicillins and a process for the preparation thereof. R. & L. Molecular Research, Ltd. 1,156,805.
- Pharmaceutical and cosmetic bases. A. G. Farbwerke Hoechst. 1,156,812.
- Process for recovering nystatin. E. R. Squibb & Sons, Inc. 1,156,844.
- A-nor steroids. E. R. Squibb & Sons Inc. 1,156,976.
- Chloral-alkanolamine derivatives and hypnotic compositions containing them. E. R. Squibb & Sons, Inc. 1,156,992.
- Tetracycline antibiotic recovery process. Chas. Pfizer & Co., Inc. 1,157,022.
- Pharmaceutical compositions. Imperial Chemical Industries, Ltd. 1,157,100.
- Serum lipid lowering pyridine derivatives. A. B. Astra. 1,157,186.
- Insecticidal compositions. Sumitomo Chemical Co., Ltd. 1,157,259.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

FEW ointments and even fewer suppositories intended to treat ano-rectal symptoms are of proven value, says *Drug and Therapeutics Bulletin*. Lignocaine is cited as the only local anaesthetic in use that is not liable to cause contact sensitisation and hypersensitivity. The presence in Unichem pile ointment of procaine, "which is not active as a surface anaesthetic," is found "puzzling." Ointments and creams containing amethocaine, cinchocaine (dibucaine) or benzocaine (the substances that have most often caused sensitisation) are better avoided, it is suggested. There is said to be no evidence that vasoconstrictors such as ephedrine, phenylephrine or adrenaline have any decongestant action or reduce bleeding from haemorrhoids (*D. & T. B.*, May 23).

Contemporary Themes

Subjects of contributions in current medical and technical publications

- PLATELET BEHAVIOUR. 'Action of a pyrimido-pyrimidine compound in vitro. *Brit. med. J.*, May 24, p. 483.
- ANTIHYPERTENSIVE DRUGS. Effect on the "intrinsic" heart-rate. *Brit. med. J.*, May 24, p. 486.
- ISCHAEMIC HEART-DISEASE and withdrawal of anticoagulant therapy. *Lancet*, May 24, p. 1025.
- MAGNESIUM ACETATE MOLASSES MIXTURE. Effect of feeding, on serum magnesium levels of dairy cows grazing spring pasture. *Vet. Rec.*, May 24, p. 520.
- THE EARLY YEARS OF THE I.U.D. *New Scientist*, May 22, p. 413.

- POTENTIATION [of drugs] BY AN ANTAGONIST. *Nature*, May 24, p. 790.
- HEPARIN and human lipid metabolism. *Lancet*, May 17, p. 1003.
- PRO-BANTHINE. One tablet dyspepsia study. *J. roy. Coll. gen. Pract.*, May, p. 329.
- METHALLIBURE. Oestrus synchronisation of stall-housed sows and gilts with. *Vet. Rec.*, May 17, p. 499.

Local Officers

NATIONAL PHARMACEUTICAL UNION

Epsom and Sutton.—Chairman, D. Smith; Social Secretary, A. R. Miles; Secretary, P. N. Leaver, 129 Meadowview Road, West Ewell, Epsom, Surrey (tel.: 01-393 1260).

CHEMISTS' ASSOCIATIONS

Enfield.—President, J. L. Stacey; Vice-president, M. E. Millward; Treasurer, R. E. Salmon; Social secretary, D. J. Kay; Press officer, A. G. A. Garrett; Secretary, F. R. Bayford, 3 Graham Cottages, Laurel Bank Road, Enfield, Middlesex.

Coming Events

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Monday, June 2

BRADFORD BRANCH, NATIONAL PHARMACEUTICAL UNION, Midland hotel, Bradford, at 8 p.m. Mr. H. C. Watkins (chief marketing executive, N.P.U. Marketing, Ltd.) on "The Marketing Force that Really Works for Pharmacy."

LEICESTER AND LEICESTER BRANCH, PHARMACEUTICAL SOCIETY, Postgraduate medical centre, Leicester, at 8 p.m. Mr. F. R. Mumford (principal lecturer in pharmaceutical chemistry, Leicester School of Pharmacy) on "Factors affecting Drug Absorption, Distribution and Excretion."

NORTH LONDON PHARMACEUTICAL ASSOCIATION, Arnos Arms Hotel, Arnos Grove, London, N.14 at 8 p.m. Annual meeting followed by colour slide and movie competition.

Wednesday, June 4

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 1.15 p.m. Mr. J. Johnson on "Implications of a Computer in the Laboratory." At main committee room, New Hospital, Poole, at 1.15 p.m. Dr. R. Savage on "The Hammah-Rich Syndrome."

KODAK, LTD., Kodak House, Kingsway, London, W.C.2. Exhibition of photographs commemorating the twenty-fifth anniversary of D-Day, June 6, 1944. Until June 20. Open 9 a.m. to 5 p.m. daily except Saturday and Sunday. Admission free.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Heaton Moor Golf Club, Heaton Moor. Medal competition for captain's prize.

Advance Information

DERBYSHIRE BRANCH, NATIONAL PHARMACEUTICAL UNION, Friary hotel, Friar Gate, Derby, at 7.30 p.m. on June 12. Speaker: Mr. H. C. Watkins (chief marketing officer, N.P.U. Marketing, Ltd.) N.P.U. members from neighbouring branches are invited to attend.

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, November 7, Professor A. G. MacGregor, Aberdeen, on "Doctors and Medicines, 1969." December 10, Dr. D. C. Flenley (Edinburgh Royal Infirmary) on "Oxygen Therapy in Medical Practice." January 4, 1970, Dr. W. Blyth (Department of Botany, Edinburgh University) on "Fungi in Relation to Allergy and Infection."

Print and Publicity

PROFESSIONAL support for Sensodyne tooth-paste came from a leading London dental surgeon who addressed journalists on May 21. He was describing the "new" disease of dental hypersensitivity which has been shown to affect about a third of both men and women. All those with natural teeth are potential sufferers. Hypersensitivity is characterised by pain experienced when a deep breath of cold air is taken, when cold or hot foods are eaten, and even on touch (as during brushing). The reaction occurs when enamel at the neck of the tooth becomes worn by bad cleaning techniques so that the dentine is exposed. Pushing the gum away from the neck in cleaning has the same effect. The dental surgeon said that in Sensodyne (which contains strontium chloride) there was a non-toxic, pain obliterating tooth-paste capable of providing a realistic aid in controlling hypersensitivity. He had found that pain could be diminished and sometimes eradicated within three days by brushing with Sensodyne—but continuous application was needed. Makers are (Stafford-Miller, Ltd., 166 Great North Road, Hatfield, Herts).

Booklets on Decimalisation

A SERIES of booklets designed to help their customers overcome the problems

of decimalisation and gain the maximum benefit from the new currency system, are being published by Twinlock, Ltd., Beckenham, Kent. The first booklet in the series (pp. 16) gives advice on making the changeover and on planning necessary changes in stationery to meet the demands that the changeover will create. Copies are available free of charge from Messrs. Twinlock.

Film Promotion

AS part of an expanding promotion and advertising programme, Roberts Windsor Ltd., Colwick Industrial Estate, Nottingham, NG4 2BY, are making a commercial colour film for their French Almond fragrance. Shot in Paris, it tells the story of "boy meets girl" in Paris in the Spring, and French Almond plays a part in their romance. The film will go on release to selected cinemas in London, Birmingham, Manchester, Liverpool, Leeds and other major towns.

A. WANDER, LTD., King's Langley, WD4 8LJ: Ovaltine products. Summer promotion offer in *Woman*, *Woman's Weekly*, *TV Times* and *Radio Times*.



Latest display piece for Carnation corn caps is designed to be included on the counter with other smaller impulse-purchase lines placed on and around its base. Extra sales can thus be stimulated without sacrificing other counter purchases—in fact the stand draws attention to them. Available from the makers, Cuxson, Gerrard & Co., Ltd., Fountain Lane, Oldbury, Warley, Wores.



AVAILABLE ON REQUEST: The new counter merchandiser unit by Maws Pharmacy Supplies, Ltd., holding six packs of 12 Simpla tablets and three packs of 24.



WELL ON SHOW: Showcard-hacked display stand for recently introduced Opaline Gold Glisteners in the Cutex range of Chesebrough-Ponds, Ltd., Victoria Road, London, N.W.1.

PRESS ADVERTISING

FRENCH & SCOTT, LTD., Downs Park Road, London, E.8: French of London "cruise of a lifetime" competition. In *Daily Express* during week commencing June 9.

RIMMEL INTERNATIONAL, LTD., 140 Tottenham Court Road, London, W.1: Rimmel beauty products. £200,000 campaign in five daily and four Sunday newspapers plus ninety-three full-page advertisements in fifteen weekly and monthly magazines.



A STOCK UNIT: Rimmel's new counter display beauty boutique holds over 570 beauty preparations including twelve new products.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—June 8-14

PRODUCT	London	Midland	Lancashire	Yorkshire	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin	3/90	2/60	2/60	1/30	2/60	1/30	3/90	2/60	1/30	2/60	2/60	1/30	1/30	—	2/60
Askit powders	—	—	—	—	5/35	—	—	—	—	—	—	—	2/30	—	—
Aspro	—	3/67	2/37	2/37	5/104	2/37	2/37	3/67	2/37	—	3/67	2/37	2/37	—	3/67
Hold and Shine	—	—	—	3/90	—	—	3/90	—	—	—	—	—	—	—	—
Personna blades	—	—	—	—	2/30	—	—	—	—	—	—	—	—	—	—
Supersoft shampoo	4/90	4/90	4/90	3/60	4/90	4/90	3/60	4/90	4/90	4/90	4/90	3/60	3/60	—	4/90



Thovaline is now available in a special retail pack which can be sold without prescription. An attractive counter display box containing 24 handy Thovaline tubs, plus heavy promotion in Women's Magazines will introduce this old friend in a new dress to its public.

Thovaline is a high quality general purpose cream for family skin care.

Thovaline
a healing cream of quality

Order through your regular Wholesaler or, in case of difficulty, write to:
Ilon Laboratories (Hamilton) Ltd., Lorne Street, Hamilton, Lanarkshire, Scotland.

It's time you packed up movies! (and made more money)

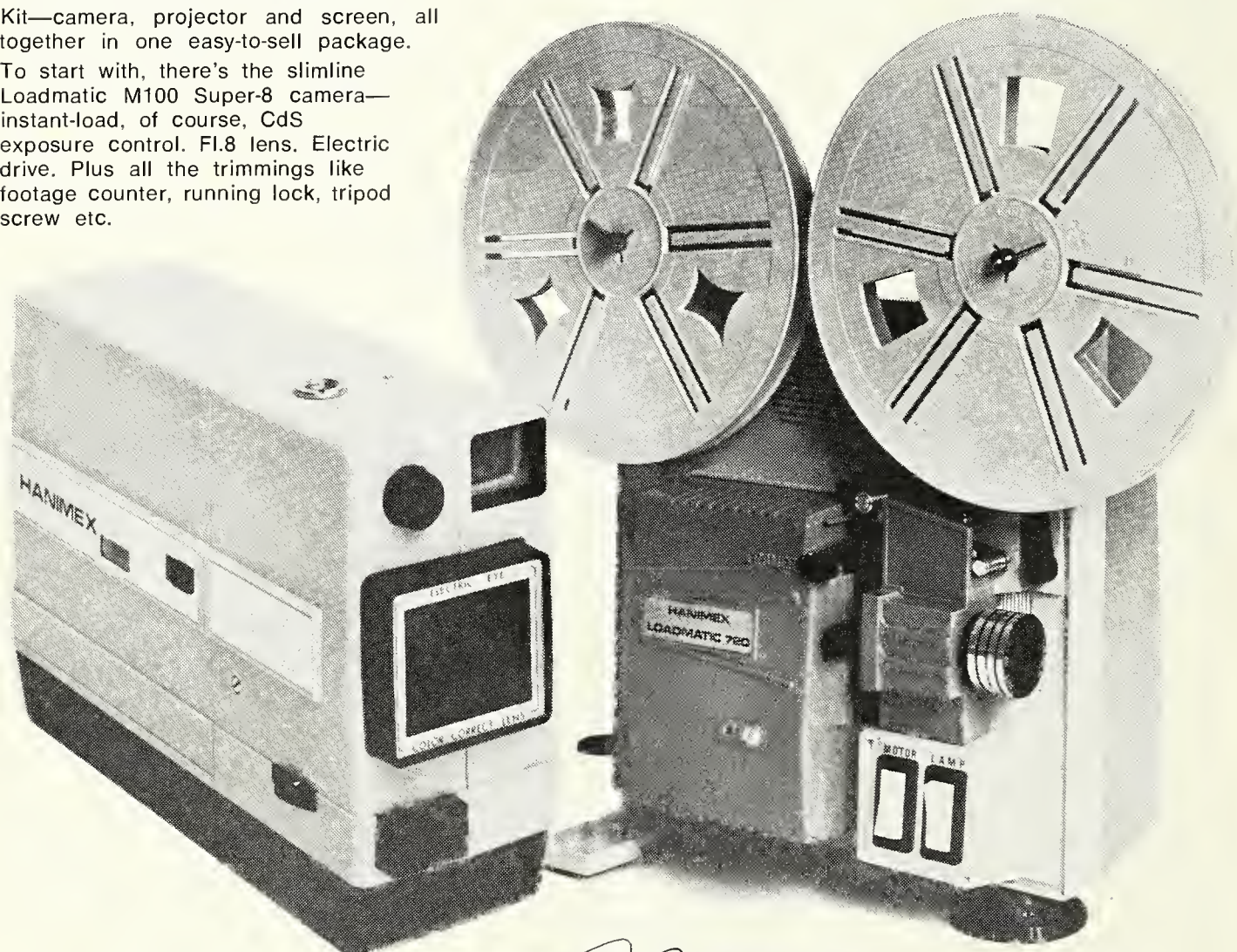
With tax-loaded movie equipment, prices going ski-high, it isn't surprising more and more family movie makers are looking around for the packaged deal.

That's why Hanimex have enabled you to meet this growing demand with the new Hanimex Loadmatic Movie Kit—camera, projector and screen, all together in one easy-to-sell package.

To start with, there's the slimline Loadmatic M100 Super-8 camera— instant-load, of course, CdS exposure control. F1.8 lens. Electric drive. Plus all the trimmings like footage counter, running lock, tripod screw etc.

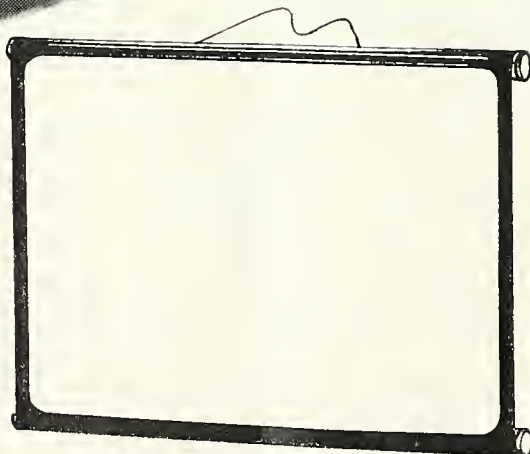
The projector is the 720 Super-8 with spool-to-spool automatic loading. Zoom lens. Power rewind 400ft. capacity. Complete with lamp and rewind spool.

Add a 30in. x 40in. screen, a phenomenal £53 18s. 6d. price ticket and you've got the movie offer to outsell all movie offers!



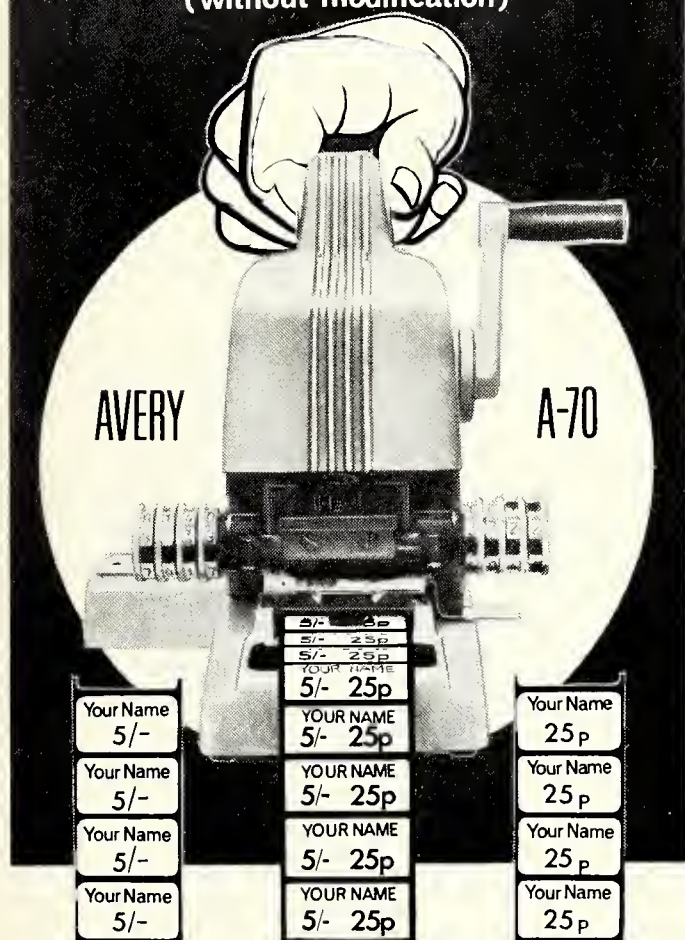
If you'd like to know more about the Hanimex Loadmatic Movie Kits and the big profits that you can make selling them, write to Hanimex today!

**HANIMEX
MONEY MAKING
MOVIE KIT**



Distributed by Hanimex
(U.K.) Ltd., 15/24 Great
Dover Street, London,
S.E.1.

**Use Avery price markers
now for sterling & for
decimals when required**
(without modification)



*Sterling only
until its time
to switch*

*Sterling & Decimals
side by side during
the transition*

*Decimals only
whenever you
wish*

The robust A-70 is guaranteed to overprint prices and date codes accurately and efficiently — up to 150 labels a minute. Your house or brand name can be pre-printed if required.

AVERY LABELS EVERYTHING

AVERY LABEL SYSTEMS

Kebbel House, Carpenders Park, Watford, Herts.

SEND NOW!

☐
☐

Please send more information about the Avery A-70 price marking system.
Please arrange for your Sales Representative to call and demonstrate the A-70.

Name Position

Company

Address

..... Tel:

CD

Your customers' faces are pretty Dirty and we're telling them so!

... telling them now in provocative ads in the women's pages of the Sunday Times and the Observer. Telling them that their faces are dirtier than they think and that a simple test with cotton wool soaked in Scherk Face Lotion will prove it...dramatically.

Scherk Face Lotion, a gentle, effective non-drying cleanser, removes the deep-down dirt every skin accumulates, and helps to prevent blackheads and blemishes forming in clogged-up pores.

The Scherk story will be told again and again to the beauty conscious readers of the quality Sunday press. Scherk Face Lotion comes in an elegant bottle and is available in three sizes at 6/11, 12/10, 23/9.

There's an eye-catching display unit too.

Make sure you have Scherk in stock!



SCHERK

Face Lotion

FOR CLEAR SKIN CLEANLINESS

J. L. Perl Ltd., 8 Esterbrooke Street, London, SW1.
Tel: 01-834 8843/4

Litesome support an active life for over a million men

We support the trade too...

Litesome's list of Surgical Wholesalers keeps on growing . . .

ABERDEEN

William Davidson Ltd
Paterson & Sons
Branch of Vestric Ltd

ASHTON UNDER LYNE

Richard Daniel & Son Ltd

BELFAST

S. Haydock & Co. Ltd

BIRMINGHAM

Philip Harris Medical Ltd

BLACKPOOL

Jaynox Ltd

BOURNEMOUTH

Chemist Supply Co.
Martindale Samooore Ltd.

BRADFORD

Bradford Chemist Alliance Ltd
F. M. Rimmington & Son

BRIGHTON

Barclay & Son Ltd

BRISTOL

Surgical & Orthopaedic
Alliances Co. (Bristol)

Gibbs (Bristol)

Branch of Vestric Ltd

CAMBRIDGE

Martindale Samooore Ltd

CARDIFF

Bertram Griffiths Ltd
Rowland James
Branch of Vestric Ltd

CARLISLE

Ridley (Wholesale Chemists)
Ltd

CHELTENHAM

United Chemist's
Associated Ltd

CHESTERFIELD

Richard Daniel & Son Ltd

COLCHESTER

Martindale Samooore Ltd

CROYDON

Unichem Ltd
Vestric Ltd

DAGENHAM

H. B. Dorling Ltd

DERBY

Richard Daniel & Son Ltd

DUNDEE

Charles Allardyce & Son Ltd

DUNFERMLINE

Pinkerton Smith
Branch of Vestric Ltd

EAST GRINSTEAD

Martindale Samooore Ltd

EDINBURGH

Raimes Clark & Co. Ltd
Scottish Chemist
Supply Co. Ltd

Pinkerton Smith

Branch of Vestric Ltd

EXETER

Evans Gadd & Co. Ltd

GOLDINGTON

Sangers Ltd

GLASGOW

W. & R. Hatrick
Branch of Vestric Ltd
Apothecaries
Branch of Vestric Ltd

HEYWOOD

Vestric Ltd

HUDDERSFIELD

Ralph Cuthbert (Wholesale) Ltd
Henry Sykes & Son (Chemists)
Ltd

HULL

Lofthouse & Saltmer,
Branch of Vestric Ltd

LEEDS

Reynolds & Branson Ltd
Unichem (Northern) Ltd
Middletons (Middlesbrough)
Branch of Vestric Ltd

LEICESTER

E. H. Butler & Son Ltd

LEYTON

Leyrose Surgical Co. Ltd

LIVERPOOL

A. J. McWaters & Co. Ltd
Martindale Samooore Ltd
Ayrton Saunders & Co. Ltd
John Thompson
Vestric Ltd

LLANDUDNO

John Thompson

LONDON

Allied Drug & Chemical Co.
Credenhill Ltd
Butler & Crispe Ltd
May Roberts & Co.
Martindale Samooore Ltd

MANCHESTER

Rudge Roberts (Northern) Ltd
D. Mawdsley & Co.

MAIDSTONE

May Roberts & Co.

MIDDLESBROUGH

Middletons (Middlesbrough)
Branch of Vestric Ltd

MITCHAM

Brooks & Warburton

NELSON

Hills Pharmaceuticals Ltd

NEWCASTLE-ON-TYNE

Hall Foster & Co. Ltd

NORWICH

East Anglian Wholesale Supplies
Martindale Samooore Ltd

NOTTINGHAM

J. H. Haywood Ltd
Personal Supports Ltd

NUNEATON

Unichem (Nuneaton) Ltd

PAIGNTON

Gibbs (Paignton)
Branch of Vestric Ltd

PLYMOUTH

May Roberts & Co.

PRESTON

Barnes & Crompton Ltd

A. J. McWaters & Co. Ltd
Woolley & Arnfield
Branch of Vestric Ltd

READING

Bradley & Bliss
Branch of Vestric Ltd
H. Tillner Ltd

RUNCORN

Vestric Ltd

RUISLIP

Vestric Ltd

SALFORD

Jaynox Ltd

SANDWICH

Bradley & Bliss
Branch of Vestric Ltd

SHEFFIELD

Smith & Hill Ltd
Vestric Ltd

ST. LEONARDS ON SEA

Bradley & Bliss
Branch of Vestric Ltd

SOUTHAMPTON

H. Ferryman Ltd

STOCKPORT

Woolley & Arnfield
Branch of Vestric Ltd

STOKE ON TRENT

Jaynox Ltd

SUTTON COLDFIELD

Alexander Laing & Sons Ltd

SWANSEA

Rowland James
Branch of Vestric Ltd

WALTHAMSTOW

Unichem Ltd

WIGAN

Martindale Samooore Ltd

YORK

Bleasdale Ltd

REPUBLIC OF IRELAND

DUBLIN

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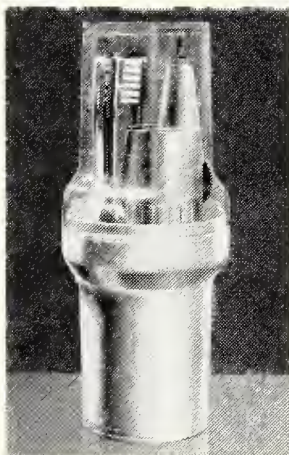
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The SONA battery operated Toothbrush will soon become the automatic choice of hygienically-minded families. With 4 interchangeable, different-colour brushing heads contained in the compact Family Pack, it gives 2,000 brushing movements per minute to ensure complete dental cleanliness . . .

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CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: Box..., THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: 01-353 6565
This service does not extend to the forwarding of samples.

HOSPITAL APPOINTMENTS

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts.
Pharmacy Technician I
Required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

Barnet General Hospital Wellhouse Lane, Barnet, Herts.

Postgraduate Pharmacy Student
Required to commence July/August. Modern and pleasant pharmacy. Apply Group Pharmacist.

Barnet Group Hospital Management Committee

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts
Senior Pharmacist

Required in Group Pharmacy of Category V Hospital. Whitley Council salary and London Weighting. Pleasant, modern, comprehensive pharmacy. Apply to Group Pharmacist.

FORD & DISTRICT H.M.C.

Locum Pharmacist
4 weeks July/August/September 1969. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

ILFORD AND DISTRICT H.M.C.

Pharmacy Technician—Grade I and II
Full-time for Group Pharmacy. Based at Barking Hospital, Upney Lane, Barking, Essex. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

ST. WOOLLOS HOSPITAL, Newport, Mon. (316 beds)

There are vacancies for:—
Chief Pharmacist (Category 3). Salary £488-£1,977.
Senior Pharmacist, Salary £1,220-£520.
Apply quoting two references and list concerned to
Group Secretary,
64, Cardiff Road,
Newport, Mon.

KING'S COLLEGE HOSPITAL

(St. Francis' Hospital)
Pharmacy Technician I or II

Required (Trainee considered). Enquiries to Chief Pharmacist (Telephone 0274 9941). Applications to Hospital Secretary, St. Francis' Hospital, Constance Road, East Dulwich, S.E.22.

New Southgate Group Hospital Management Committee Chief Pharmacist III Friern Hospital

Required by this large Psychiatric Hospital. Salary scale £1,494-£1,955. Whitley Council conditions and scales applicable. Applications naming two referees to the Group Secretary, Friern Hospital, New Southgate, London, N.11.

WEST SUFFOLK HOSPITAL MANAGEMENT COMMITTEE

NEWMARKET GENERAL HOSPITAL

280 Beds

PHARMACY TECHNICIAN

This post in the Group Pharmacy, which is situated 13 miles from Cambridge, becomes vacant in August, 1969. The Pharmacy is expanding and will provide a service for a number of other hospitals in the district. Previous hospital experience not essential.

The Whitley Council Salary Scale and Conditions of Service apply.

Applications should be sent to the Hospital Secretary.

NORTH MONMOUTHSHIRE HOSPITAL MANAGEMENT COMMITTEE

Nevill Hall Hospital, Abergavenny, Mon.

SENIOR PHARMACIST and PHARMACIST

required for this New General Hospital, the first phase of which consists of 192 Acute Beds together with a full range of supporting in-patient and out-patient services including a modern well equipped pharmacy.

Assistance may be given with accommodation if required.

Salary Scales:—

Senior Pharmacist: £1,220-£1,520 per annum.

Pharmacist : £1,152-£1,448 per annum.

Application Forms are obtainable from the Group Secretary, North Monmouthshire H.M.C., Nevill Hall, Hospital, Abergavenny, Monmouthshire.

ST. LAWRENCE'S HOSPITAL CATERHAM, SURREY Locum Chief Pharmacist

(full-time) required immediately.

Application with two referees to Physician Superintendent.

ST. THOMAS' HOSPITAL Clerk-Typist

required by the Pharmacy Department of this Group of Hospitals. Main duties are keeping the Kardex records of drug purchases and the preparation of invoices for payment. Salary scale £549-£891 + £90 London weighting. Five-day week. Staff dining room.

Applications to Personnel Officer, St. Thomas' Hospital, London, S.E.1.

ROYAL INFIRMARY OF EDINBURGH Pharmacist Locum

for Group Pharmaceutical Department. Whitley Council rates and conditions. Accommodation may be available for lady. Write Personnel Officer giving full details and names of two referees

ROYAL FREE HOSPITAL Senior Pharmacist

Applications are invited for the post of Senior Pharmacist with special responsibility for in-patient pharmacy. A new system of drug distribution to wards is in process of introduction. Salary on scale £1,220 per annum plus London Weighting and higher qualification allowance rising to £1,520 per annum. Additional payment is made for regular evening clinics. Applications to the Group Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1.

The United Birmingham Hospitals THE GENERAL HOSPITAL (Category V)

Birmingham, 4

Pharmacy Technician I

Applications are invited for the post of Pharmacy Technician I in this Hospital. Salary scale £560 to £820 per annum. 38-hour week with alternate Saturdays free. Applications, naming two referees, to the Chief Pharmacist.

The United Birmingham Hospitals THE GENERAL HOSPITAL (Category V)

Birmingham, 4

Pharmacist

Applications are invited for the post of Pharmacist in this large Teaching Hospital. Excellent opportunity to gain experience in all aspects of Hospital Pharmacy. Postgraduate students registering this summer are invited to apply. Salary scale £1,152-£1,448 p.a., with a further £25 for a high qualification. (A further £90 is payable for an extra weekly duty). Commencing salary could be up to £1,345 (plus allowances) depending on previous professional experience. Applications, naming two referees, to the Chief Pharmacist.

The United Birmingham Hospitals

THE GENERAL HOSPITAL (Category V)

Birmingham, 4

Deputy Chief Pharmacist (Male)

Applications are invited for the post of Deputy Chief Pharmacist (Male). This post carries a salary scale of £1,383-£1,751, plus approximately £90 for an extra weekly late clinic duty. A further £30 per annum teaching hospital allowance is payable, plus an additional £25 per annum to holders of a higher qualification. Applications, naming two referees, to the Chief Pharmacist.

GLENSIDE HOSPITAL Blackberry Hill, Stapleton, Bristol Pharmacy Technician required.

National salary scales and conditions. Alternate Saturdays off. Board Residence if required. Applications giving names of two referees should be sent to Secretary. (Telephone enquiries Bristol 653285 Ext. 26).

Hospital App—Continued.

**ST. LAWRENCE'S
HOSPITAL,
CATERHAM, SURREY**
(Mental Subnormality —
2,125 Beds)

**CHIEF PHARMACIST III
REQUIRED**

Salary scale £1,488-£1,977. Pleasant flat or single accommodation available if required at reasonable rate. Active Sports and Social Club.

Apply immediately to Group Secretary.

**ST. BARTHOLOMEW'S
HOSPITAL
London, E.C.1**
Locum Pharmacist

required. Five-day week. Salary £28 8s., plus £1 15s. London Weighting per week. Post offers varied experience in a Teaching Hospital and accommodation may be available. Applications with full particulars and naming two referees to Chief Pharmacist.

Pharmacy Technician

Grade I or II (Apoth. Hall)

required. 5-day week. Whitley Council scale of salary. Apply with two references to Hospital Secretary, Royal West Sussex Hospital, Broyle Road, Chichester.

**HERTFORD COUNTY
HOSPITAL**

Hertford, Herts

Senior Pharmacist (Category III)

Applications invited for above post. Department responsible for purchase and issue of drugs, dressings, surgical instruments, etc., for above and two smaller hospitals. Whitley Council conditions and salary on scale £1,220 p.a. rising by annual increments to £1,520 p.a. part-time considered.

Apply to Hospital Secretary, giving details of age, qualifications, and experience, with names of two referees.

**ROYAL INFIRMARY OF
EDINBURGH**

Pharmacist

for Group Pharmaceutical Department. Duties may include attendance at the new Eye Pavilion. Whitley Council rates and conditions. Temporary accommodation may be possible for a lady. Write Personnel Officer with details and names of two referees.

PUBLIC APPOINTMENTS

LOCUM PHARMACIST
required for

**HEALTH CENTRE
SIGHTHILL, EDINBURGH.**

from 1st to 13th September, 1969 inclusive. Apply to the Clerk, Edinburgh Executive Council, 'Drumsheugh House', 37A Drumsheugh Gardens, Edinburgh, EH3 7SP (Tel. No. 031-225 2983).

Applications are invited for the posts of

**SENIOR PHARMACIST AND
ASSISTANT PHARMACIST,**

whole or part-time,
at the

**HEALTH CENTRE,
SIGHTHILL, EDINBURGH**

in accordance with the Whitley Council Salary Scales, £1,151 - £1,434 and £1,087 - £1,366 respectively. The appointments will be subject to the Whitley Council Conditions of Service and the National Health Service (Superannuation) (Scotland) Regulations. Canvassing disqualifies. For further particulars and form of application apply to the Clerk, Edinburgh Executive Council, 'Drumsheugh House', 37A Drumsheugh Gardens, Edinburgh, with whom applications should be lodged as soon as possible.



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LTD.**

wish to appoint top line, reputable and well-connected agents for the following territories:—

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- (2) Hants, Wilts, Dorset, I.O.W.
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- (4) Cambs, Northants, Hunts, Rutland.
- (5) Yorks, Newcastle-on-Tyne, co. Durham, Northumberland.

A well established brand leader, backed by national advertising. Valuable accounts, held for many years, will be handed over to the right applicants. Full support, generous commission terms.

Write in the first instance, with full details, which will be treated in the strictest confidence, to:—

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André Philippe, Ltd.,
71/71b Gowan Avenue,
Fulham,
LONDON, S.W.6.**

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required in most territories to handle attractive range of high quality cosmetics. Highest possible commission paid. Excellent opportunity for right man. Replies to Box C. 1414.

If you wish to repeat your Classified advertisement—please let us know the date of previous insertion and heading under which it appeared.

If you let us know by 4.30 p.m. Tuesday, we can put it in the same week for you.

No need to write—just ring our Classified Representative on 01-353 6565 Ext. 127 and we will be pleased to help you.

**SITUATIONS VACANT
INDUSTRY****TABLET
MANUFACTURE**

Berk Pharmaceuticals Limited will shortly be installing a Tablet Manufacturing Department at their new premises at Shalford near Guildford, Surrey and will require the services of tablet makers. There will be vacancies for supervisory personnel in the granulation and coating sections and although experience and knowledge of the necessary skills are essential, only applicants who are adaptable to new techniques and developments should apply to:—

Mrs. I. L. Stafford,

Personnel Officer,

Berk Pharmaceuticals Limited

Catteshall Lane,

Godalming,

Surrey.

**SURGICAL BELT
MANUFACTURE/SALES**

We are looking for a man to join our staff who is widely experienced in the surgical belt field. He would be capable of advising, from experience, on the design, manufacture and distribution of belts for both male and female wear. As an alternative to salaried employment, he may even be an existing distributor/fitter who would prefer to act as consultant to us as manufacturers and sell our range of belts to a specified area convenient to his present base.

If you would like to know more, write to the

Managing Director care of BOX C 1432.

PREMISES

Ready for occupation September 1969

Lock up shop to let

at Elephant and Castle Southwark in New Development which has purpose built Doctors Group Practice

Apply: Valuer and Estates Surveyor (VA/M/Shops) Greater London Council, County Hall, S.E.1. Tel: 01-928 5000—Ext: 424 or 6755.

FOR SALE

UP TO 30% on all consumer goods — electrical goods, furniture, radios, etc. Famous Manufacturers deliver direct to you. Write for free 32-page Discount Shopping Guide to Discount Shopping Centres, Eastern House, 65/67 Western Road, Brighton, Sussex. Tel.: Brighton 922/3.

"SULPHA DRUGS"

Sulphanilamide Powder.
2lb Cartons: 7lb Tins.
Sulphadimidine Solution 33%.
Packed in individual cartons and outers—
12 x 100 c.c., 6 x 500 c.c.
and Single 2,000 c.c.
Sulphadimidine Tablets 5grm.
Containers of 10 & 50 tablets.
Carbon Tetrachloride Capsules.
1 c.c. and 2 c.c.
Packs of 100, 250 & 500.
Keenest prices.
Quotations on request.

J. & D. Hilston,
Manufacturing Chemists,
Lanark.

WANTED

WANTED. We want to purchase—drug drawers, display cabinets, shelves, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London—121, Consort Road, Peckham, London, S.E.15. 01-6362.

WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. quantity too large. Our representative will call anywhere. Write or phone: Lawrence Edwards & Co., 6/7 Wellington Close, Ledbury Rd., London, W.11. Tel.: Park 7-8.

WANTED second-hand Fluid Bed Drying and Tableting machines. Full details of condition and price required Box C 1429.

WANTED. KAY, LILIAN A. "A Microscopical Study of Drugs." Price Box C 1434.

MISCELLANEOUS

SELF SERVICE DISCOUNT HOUSE

must deduct off makers recommended retail price

/- IN £ CARPETS
/- IN £ FURNITURE & BEDS
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Send for free self service list
Direct Wholesale (Mail Order)
Suppliers (Dept CD5),
John Evans House, Russell Parade,
olders Green Road, London, N.W.11.
Tel: 01-455 9774/9

BUSINESS FOR SALE

LUTON. Main road shopping area. Attractive double-fronted fitted shop. Modern house. Garage. Garden. Chemist many years. No opposition or multiples. Valuable G/W gratis. Vacant possession. Freehold £7,500. Talbot, 192 Princes Avenue, Palmers Green, London. Phone 01-888 0443.

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Start your own business

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SHOPFITTERS

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in May and June, willing to act as show installations for new range of display shelving, showcases, counters. Usual H.P. facilities. Limited amount of six year rental available. Rocano Limited, St. Paul Street, Bristol, 2. Tel.: Bristol 40328.

INTERPLAN. Modernise with modular interchangeable fittings to increase your sales. Complete services including shop fronts if required. Free planning and brochures available. Olney Bros. Ltd., Northbridge Road, Berkhamsted, Herts. Tel. 5417/8/9.

SHOPFITTINGS

As manufacturers of all shop-fitting equipment, we can offer you at very attractive prices: Display shelving, storage shelving, counter's display cases and cabinets, drawer units, complete dispensary fittings. In fact all you require for a modern easy-to-run unit.

Free quotation and usual H.P. terms. Contact:

Ebdon Bros., Ltd.,
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Wandsworth, S.W.11.
Tel.: VANDyke 1737.

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CASH REGISTER DECIMALISATION

Britain's leading independent distributors can help three ways. Free advice without strings. Highest allowances for your equipment against latest £sd/Decimal models. Order your new models for delivery when you need them at today's prices. Distributors of Burroughs, Clary, Gross & Hasler cash registers. D. Geller (Business Equipment) Ltd.,
15 Percy Street, Tottenham Court Road, London, W.1.
Tel.: 01-580 1614

REPRESENTATIVES

Sales Opportunity at OPTREX

If you know you're a first-class salesman; have an established connection with chemists in the Scotland area, and enjoy selling brand leaders, Optrex Ltd. may well have an interesting proposition for you.

Optrex Ltd. market many leading pharmaceuticals besides the famous eye-lotion.

We offer a good salary, commission, incentives and excellent prospects for the right man, who will preferably be aged about 25-35. Glasgow based.

Write to:

A. Woodhall,
Optrex Ltd.,
17 Wadsworth Road,
Perivale, Middlesex.
Perivale 4441.



MEDICAL REPRESENTATION

Pfizer Limited, a leading ethical Pharmaceutical Company of International repute, has a limited number of important vacancies for well-qualified men to work as Medical Representatives promoting new and existing products to the Medical and Pharmaceutical professions in

GREATER LONDON AND OTHER PARTS OF THE BRITISH ISLES

This work offers excellent career opportunities, particularly for persons wishing to obtain personal and financial satisfaction by individual effort, properly supported by an effective organisation.

Appointments carry competitive and progressive salaries, worthwhile bonus, also free Pension, Life and Accident Insurance cover. The Company provides a car and certain removal expenses will be paid where necessary. Comprehensive training is given.

Applicants should be men aged between 26 and 35. They should be Pharmacists or Medical Auxiliaries or be educated to at least advanced level or equivalent in English and the Biological Sciences, preferably with some demonstrable interest in some aspect of medicine. They must hold a current driving licence.

If you are interested and wish to enquire about vacancies either now or later, please write to:

The Staff Officer, Pfizer Limited, Sandwich, Kent

PERSONAL

Which young pharmacist or druggist (male or female) would be interested in an exchange with a young Swiss druggist, from July 15 until December 15?

We are owners of one of the most important pharmacy and drug stores and perfumeries in a wonderful and well-known resort among the Swiss Alps, and our 20-year-old son (licensed druggist) wishes to learn English. In exchange we would appreciate having a young English pharmacist or druggist wishing to learn French. Replies to:—

Dr. A. Rouvinez, Pharmacien,
3963 Crans-Sur-Sierre,
Switzerland.

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Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

Toiletry and Cosmetic Company

requires well connected Agents calling on chemists and department stores for following territories:

1. Birmingham
2. Leicestershire and Nottinghamshire.
3. Yorkshire
4. Northumberland

Generous commission and full support. Please write full details, with telephone number, which will be treated in strict confidence to Box No. C. 1433.



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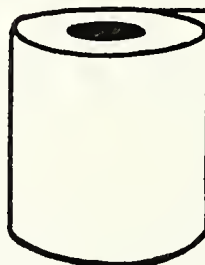
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Cash Register Rolls are an expensive item on which there is no return. We can reduce these costs for you.

As manufacturers, we offer you

- ★ Competitive Prices ★ High Quality
- ★ Superb Service ★ Ex stock Deliveries

Don't wait! Write now for a free copy of our catalogue giving full details of rolls to fit all types of cash registers, together with prices. We will also send you samples—just let us know what types of register you use and we'll do the rest.



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Flourishing industry... birds-eye view

In the rich fertile acres of Ransom's farmlands, scores of medicinal and essential-oil bearing plants thrive to perfection under the devoted skill of specialist scientists. Processed and assayed with the same meticulous care in Ransom's laboratories, these plants yield superb products that fill the galenical warehouses of the world. Ransoms can also process your own materials, to conserve your capital and reduce your overheads — all in the strictest confidence. Ransoms is an entirely self-contained business, unconnected with any other firm in the industry.



Established 1846

William Ransom & Son Ltd.,

HITCHIN HERTFORDSHIRE ENGLAND



FROM SOUP...



TO SOAK

WHAT NEXT IN SCHERER CAPSULES?

That's a hard one to answer. Right now we're offering the flavour heart of a steaming bowl of chicken noodle soup. Or your choice of luxurious bath oils for m'lady's pleasure. Here are two very different types of product with one thing in common: Both come in exact pre-measured quantities immediately available in Scherer gelatin capsules.

And it's the same with antibiotics, or dog shampoos, insect repellents, deodorants, cake icing, engine starter fluids, hair cream and nail polish. Just about anything you can name now goes into Scherer gelatin capsules. And that's because Scherer Rotary Die capsulation in airtight gelatin packages gives added convenience and adaptability to almost any product.

Some manufacturers choose Scherer capsules because the hermetic seal protects against oxidation, contamination, loss of flavour; assures greater stability, long shelf life. Others choose Scherer capsules so that they can market their product in precise, measured units. Others for safety. Others because Scherer capsules are so attractive and convenient to use.

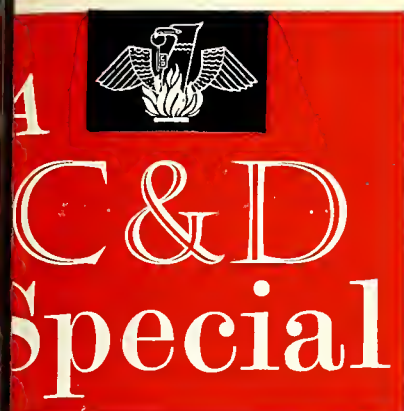
The basic point is this: A capsule is not necessarily a pill. Scherer capsulation is a modern packaging technique.

Perhaps it might help your product, give it a competitive sales edge. There's one way to find out. Write to Roy Collins below or—quicker still—give him a ring at Slough 21241. He'll be glad to tell you more about Scherer capsules. And let you into some of their big sales advantages, too. But don't waste any time. Go on, do it now. Slough 21241. Mr. Collins, please...



R.P.
Scherer Ltd

216/222, BATH ROAD,
SLOUGH, BUCKS.



Shopfitting and Display

How does your shop measure up to Richard Stark's?



The Denham Pharmacy, Bucks.

Selling area: 20' x 35'
Turnover 1964: £23,343
Turnover 1968: £33,375

How do you increase turnover 43% in 4 years without actually moving to another pharmacy? Richard Stark decided to try modernisation. But not any modernisation. He filled in a Nordia coupon. A consultant called and drew up plans free. Mr. Stark gave the go-ahead and things started to happen. In six weeks he had a spacious new image. In seven weeks he noticed how easy stock control had become. In eight weeks he realised that it was going to be a very good year for turnover. Four years later his annual turnover had increased by £10,000 and was still rising. That's why we'd like you to do what Mr. Stark did. Just fill in the coupon plan for a progressive and profitable future.

RIGHT! I'll see what you have to offer me. Send more facts without obligation.

NAME

ADDRESS

10/69

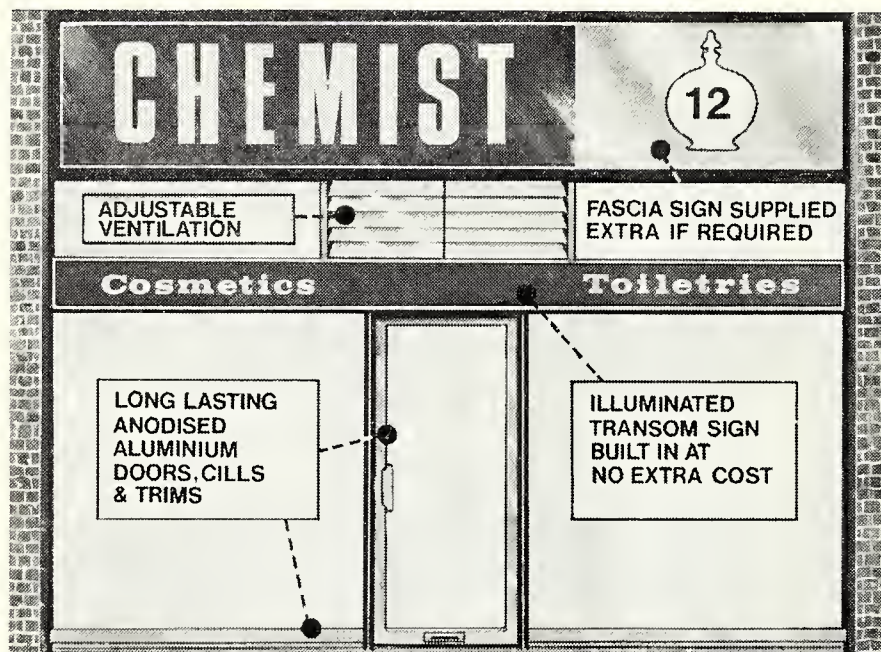
NORDIA
 shopfitters to the successful

William Mason & Son Limited,
 25 Wellington Street, Leeds,
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for chemists

shopfronts

factory built at low cost



This Shopfront 16ft x 9ft

for only **£431** Ex Works
COMPLETE WITH GLASS

Would represent a cash
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WEEKLY

LVP SHOPFITTERS
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Name _____

Address _____

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CD2

**FIXED IN
2-3 DAYS**

Delivered to site fully assembled
Within 14 Days of order

**600
DESIGNS**

Available from stock
In Hardwood & Aluminium
sections or completely fabri-
cated in Anodised Aluminium

**TAKE 36
MONTHS
TO PAY**

The Ex Works price
of this shopfront could be
repaid over 3 years for
less than 60/- weekly

A CITY PHARMACY RECONSTRUCTS

IN Fenchurch Street, London, only a stone's throw away from Lloyds, is one of the oldest pharmacies in the City of London. Established in Gracechurch Street in 1857 by Robert Howden, the business passed, on the death of Mr. Howden in the late nineteenth century, to Mr. Coulson and was moved to its present premises in 1913. Between the wars the business possessed one of the first soda fountains in London and its lemon presses were famous throughout the city. During the 1939-45 war, with its scarcity of lemons, the soda fountain was out of use and afterwards, with the changing nature of trade, the luxury of lemon presses had to give way to the cold reality of an ever-expanding cosmetic market. On the death of Mr. Coulson in 1939, part ownership was willed to the present owner's first husband, Mr. M. Reid, who was manager at the time.

The company was incorporated with limited liability in 1942 as Robert Howden, Ltd., and subsequently, on the death of Mrs. Coulson in 1943, and Mr. M. Reid in 1946, complete ownership passed to Mrs. Reid who, though unqualified and having four young sons to bring up, has been managing director since 1946, under the superintendence, until his death in 1962, of Mr. Castle, Mrs. Reid's second husband. At the present time two of her sons, one of them superintendent, are actively concerned with the running and future proposed expansions of the company.

During the years following the end of the second world war, with the diversifications in retail pharmacy the cosmetic and sundries trade became increasingly predominant, so that the sales area had to be increased. That was achieved by taking two offices to the rear of the premises, the first in 1949 and the second in 1952 until the present shop area of approximately 1,400 sq ft was reached, with a similar basement beneath. In 1964 the company opened a new branch premises of 1,100 sq ft at 29 Old Bailey, and in the coming summer it is proposed to open a third shop of 1,400 sq ft in the Hammerson multilevel shopping development at Victoria Circus, Southend-on-Sea.

At Fenchurch Street, though some degree of modernisation was undertaken in 1959, when a new shopfront, new counters and a redesigned dispensary were incorporated, up to January 1969 most of the old original mahogany fittings in the front of the shop were still in place. By December 1968 the shop



BEFORE ↑

↓ AFTER



had reached customer saturation point and it was considered essential to modernise completely the front half of the shop. The decision was hastened by the proposed occupation of the new adjacent Kleinwort-Benson Tower office block in March 1969.

Prime purpose of the modernisation was effectively to increase the customer floor area, attain a more aesthetic appearance and increase the self-service facilities without decreasing the area of available show and shelf space or detracting from the personal attentions many city customers prefer. It was decided to remove all the counters down one side of the shop and to replace all wall fittings with versatile runs of modern shelving and showcases. For the scheme to succeed, the old fitting had to be removed and the new fittings erected in a matter of hours, so that any inconvenience to customers was minimised.

To all these ends the new metal Counterpoint wall fittings were found to be the ideally suited, particularly as they were easily erected over two week-ends, with little resultant inconvenience to customers. The essential concept of unit versatility, combined with a large show space area, was successfully attained and the relocation of stock was made simple, so that the most effective selling position for any particular line was quickly found and utilised to maximum advantage. Removal of one run of counters and utilisation of self-service facilities down one side of the shop achieved immediately the desired effect of widening the shop, thus allowing for a smoother flow of customers and particularly eliminating the bottleneck that had existed between the front counters. Finally the shop became considerably lighter and more attractive, effects that were intensified by the use of light colours wherever possible.

The immediate effect was to ease the difficulties in serving, which had previously caused a heavy strain to be placed upon the staff. After two months of operation the Counterpoint units were found ideally suitable, and the modernisation scheme was ruled a success, being well received by the vast majority of customers. Turnover had already increased by approximately 20 per cent.

TWO SCHEMES BY ONE SHOPFITTER

PROOF that the benefits of modernisation may be reaped without losing the traditional pharmacy image of professionalism is forthcoming in the old-established pharmacy in Kington, Herefordshire, of Roper & Jacks, Ltd. An above-average increase in turnover has been achieved by introducing self-selection for baby foods and hair-care products and by increasing the display area for the cosmetics and medical sections while retaining them on counter service.

After investigating various shelving systems the owners asked Fyne Storefitters, Ltd., 14 Mimram Road, Hertingfordbury Road, Hertford, to produce custom-built fittings. The fittings provided made the best possible use of the available space and incorporated a number of special features, including glass-fronted cases for the counter service and wall fittings all in a sapele finish. The shopfitting company also

The refitted pharmacy of P. C. Geddes, Ltd., Chadwell Heath, Essex.

installed a false ceiling and a new floor. The work was carried out over a week-end so as to avoid closing the pharmacy and a new dispensary has been installed which, though only 15 ft x 6 ft accommodates all the required stock by the use of Fynestore specialised storage units.

The result is a charming country-town pharmacy that offers good service whilst taking advantage of modern merchandising ideas, being easier to run, and able to meet new competition.

At the pharmacy of P. C. Geddes, Ltd., 25 High Road, Chadwell Heath, Essex, the superintendent pharmacist, Mr. John W. Cameron, decided on a modernisation using fittings of teak-finished matt polyurethane. The shopfitters, Fyne

Storefitters, Ltd., duly designed and installed the fittings in solid teak and teak veneers where applicable, the resultant appearance being traditional as to colour and finish but up to date in design. The panelling above the canopy to the ceiling is washable Melamine-faced hardboard in a pastel shade.

The shopfront, door frame, door, and all metal sections are of satin stainless steel, the blind of the foldaway arms type, the piers built of Staffordshire blue bricks and terrazzo, whilst the lobby entrance is in random marble.

The fascia is Waverite Verdi antique marble, with the lettering in ivory and red. The whole arrangement ensuring an atmosphere to encourage an increasing turnover.

USING SPACE EFFECTIVELY



Elevated storage at Sheffield warehouse of Boots, Ltd.

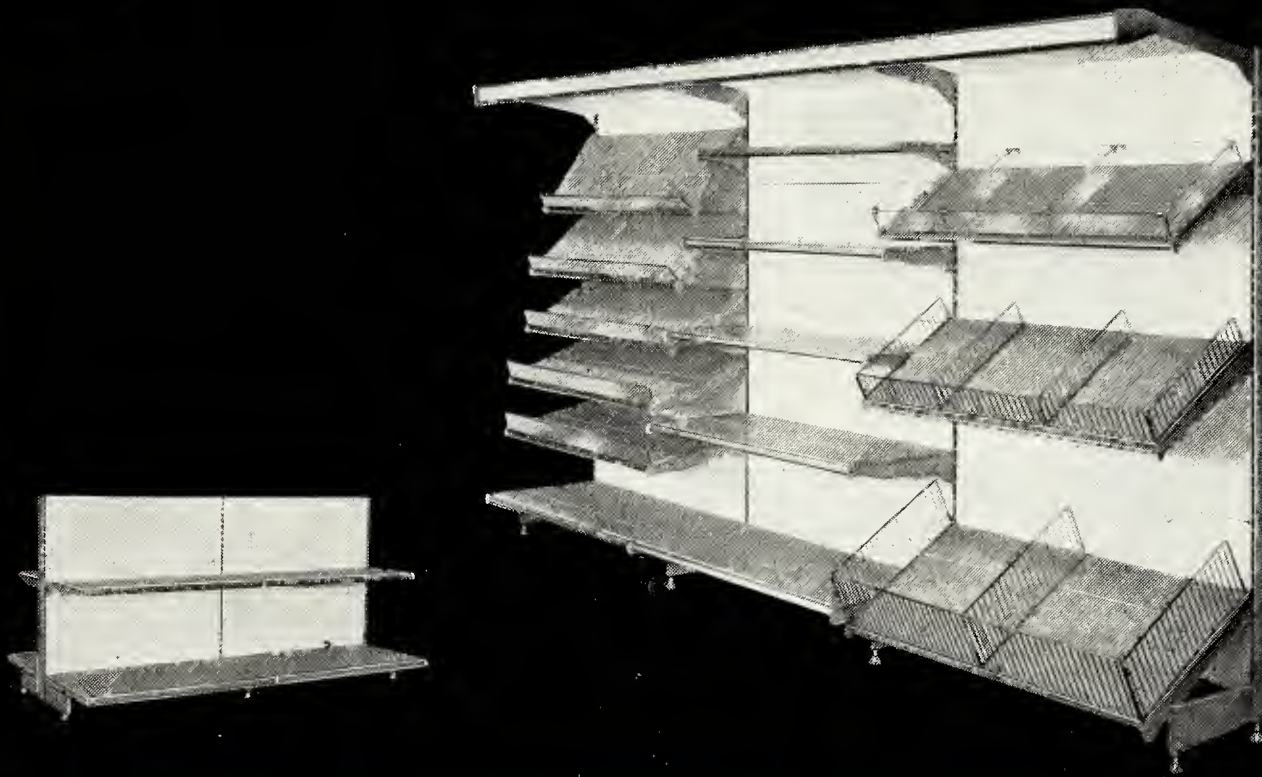
A £5,000 STORAGE system was recently installed by Boots, Ltd., at their Sheffield warehouse. To utilise the space in the warehouse more effectively, the company decided to build two Dexion raised storage areas over existing floor level racking. 5,500 sq ft of previously unused space is now helping supply the many more products from the warehouse with greater speed and economy. Speedlock, the heavy-duty construction system from Dexion, Ltd., was chosen to provide the framework for the raised areas. Tongued and grooved timber flooring was used and further Speedlock racking occupies part of the upper area.

For Fixtures and Fronts

ALUMINIUM Systems, Ltd., Keeton's Hill, Sheffield, 2, offer two new products to those about to renovate their business premises. The first, Arrofix, is a shopfitting construction system in anodised aluminium. It incorporates a simple hidden jointing method and a series of clip in components that enable



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the retailer to convert his fixtures to meet seasonal or promotional needs. A cosmetic counter can become a simple gondola; open wall shelving can convert to a closed showcase with sliding glass doors. The method of construction, whilst simple, gives a "quality" appearance to units made from its sections. Second product is for stainless steel shopfronts, which can now be installed at similar costs to those constructed of polished and anodised aluminium sections of equal girth. A revolutionary method of bonding a thin membrane of high-quality stainless steel on to an extruded aluminium core has introduced exceptional economies. The aluminium provides the strength and the basic shape. EN 58J stainless steel is used, and its qualities are such that its life-time "will exceed that of the building." The guarantee is unconditional with regard to maintenance or location. Aluminium Systems, Ltd., are not shopfitters, but will be pleased to send details on request and will co-operate with local shopfitters or recommend specialists already conversant with their products.

BUILDING UP LOW-TURNOVER PHARMACIES

WELL experienced at taking over pharmacies with a low turnover and building up the business, Mr. Denzil Roberts has done just that at Fortess Road, Kentish Town, at Thaxted, in Essex, and at Enfield. In Enfield he built up a £10,000 a year turnover to £26,000. Now he hopes to repeat the operation with his new pharmacy at Queens Road, Hastings.



A view of the glazed service hatch at the Hastings pharmacy.

"I find building up a pharmacy interesting and challenging" says Mr. Roberts. "A good deal of hard work is involved but the resultant success is its own reward. Besides, when you have succeeded, you can sell out, move to a new area and have a complete change of scene."

The Queens Road, Hastings, pharmacy was turning over between £10,000 and £11,500 when Mr. Roberts purchased it at the end of the 1968 summer. His first move was to modernise by enlarging the sales area, installing Counterpoint equipment, and putting in a new prestige shopfront. The work was completed at the end of November 1968.

Mr. Roberts has no doubts about the need to modernise a pharmacy if you wish increased turnover. His January-February figures show a 35 per cent. increase in general sales over September-October-November 1968, and a similar increase in prescriptions. His customer traffic in January-February has gone up by 25 per cent.

The new shopfront, built by Ridgeway Shopfitters, uses white Sicilian marble for the fascia, pilasters and stallrisers. The word CHEMIST is superimposed in large green plastic letters, and the fascia is further decorated with two carboy symbols in green and red. It is illuminated from above by fluorescent lighting concealed behind a white decorated pelmet. A sub-fascia in yellow Perspex carries the words PERFUMES, PHOTOGRAPHY, DISPENSING in red letters.

The glazing of the main shopfront is held in a silver anodised frame, and provides a clear view into the interior of the shop. The double armour plate entrance doors are set back and the window glazing on both sides is at a slight angle, creating a small entrance lobby.

The interior is divided into two sections. The main sales area in front sells agency lines, household goods and other toiletry preparations. At the back, up a flight of three steps, is the extension to the pharmacy, where prescriptions are handled and medicinal goods sold. The area is clearly demarcated by a red illuminated sign reading "Prescriptions." Behind the pharmacy counter is a new dispensary which was also fitted out by Counterpoint.

Self-selection Shelving

Along the right hand wall of the main sales area the Counterpoint units are fitted with open shelving to encourage self-selection. There are two units displaying baby food, two displaying hair lacquers, shampoos and other toiletries, and two units displaying bulk toiletries and tissues. On the left hand side the Counterpoint wall units are fitted with a selection of base storage units, glass display cases and some open shelving. That area is devoted to agency beauty preparations.

The Counterpoint equipment in the prescription area is for the great part fitted with open shelving but with one section of base drawer storage units. The merchandise on the shelves is mostly medicinal but there is a wide selection of dietary health foods and slimming aids on display. There is no dispensary counter as such, but a glazed service hatch gives direct access to the dispensary, through which customers are served.

The Counterpoint equipment is fitted with black pelmets carrying illuminated merchandise signs. The back panels to the units alternate in off-white and yellow.

The floor is laid in a light green and yellow pattern lino cut by a broad white strip leading straight from the entrance to the dispensary which is decorated with large carboy symbols pointing towards the dispensary. This novel idea emphasises that Mr. Roberts' business is a pharmacy, and provides a decorative talking point. A new ceiling of acoustic tiles has been installed and general illumination is provided by fluorescent lights behind handsome Perspex diffusers inset into the ceiling.



Whitewood Shelving

WHITEWOOD shelving in wood is offered by Cases (Halifax), Ltd., Wellington Street South, Halifax. "It won't rust." The units consist of three components—shelves, braces and frames—that are easily assembled. The frames are



mortised and tenoned together and are made from 2 x 1 in planed and chamfered timber and the shelves from chipboard. A unit 6 ft high x 33½ in x 12 in costs 75s. plus 12s. 6d. carriage.

In Variety

TWENTY-ONE different types of brackets and sixteen different upright variations, in six finishes and in a wide variety of sizes, are offered by Tebrax, Ltd., 63 Borough High Street, London, S.E.1. Small brackets are easily used inside counters and display cabinets; special island units are readily available to order; virtually any type of wall-mounted specialist display installation can be erected either by a shopfitter or by the chemist himself. Aluminium cannot rust and is extremely durable, particularly if it is anodised. The slim brackets are 0.6 in wide and carry 50 lb distributed weight. The standard brackets are 1 in wide and carry 200 lb per pair distributed weight. The alternative finishes are defined as: Industrial, unfinished mill aluminium; satin, a matt finish similar to stainless steel; polished, reflective as chromium plating; anodised in matt colours, black, gold and silver. Special colours to order.

Filing Cabinets

AMERSON, Ltd., Birdwell Works, 25 Weston Road, Long Ashton, Bristol, BS18 9LB, offer a number of leaflets and catalogue covering range of steel filing equipment. The company specialise in filing cabinets for National Health Service records and in completely furnishing doctors' and dentists' surgeries and waiting rooms. They also welcome inquiries for special steel filing equipment and desks to customers' specifications. One unusual scheme arranges Amselock filing equipment into a desk assembly to ensure the most efficient use of available space.

"DUKE'S RIDE"

SIMON
PALMER

COUNTY rumour has it that the famous Duke of Wellington took 10,000 men up the road in Crowthorne, Berkshire, on some mysterious mission prior to doing battle in dark European corners. Little else is known about the thoroughfare now called Dukes Ride in Crowthorne, and today the place stands proud with a cluster of small shops, with Bennetts the Chemist in the midst of them.

Situated in a delightful part of the country, the shop was only recently renovated by S. I. Myers, Ltd., the pharmacy fitters, and might be described as one of the more typical fitting problems Myers are continually faced with.

A "total look" was required involving a complete refit; the original shop window was replaced to make room for a modern frontage with the door repositioned for more convenient accessibility. Double aluminium slim-line doors are used with the approved adjustable ventilator louvres at the head. The interior was originally split-level, with a differential of 6 in. dividing the shop almost in half. At the rear were two rooms: one used as the dispensary and the other a small stock-room. Bennetts agreed the first design proposals submitted by Myers and work began immediately.

At no time during reconstruction and alteration was the shop closed during normal trading hours.

First main objective was to create a single selling area and both the split-level floor and the two rear rooms were eliminated in the process.

A small compact dispensary unit was sited at the rear, next to the original dispensary position with a counter announcing the word PRESCRIPTIONS suspended in a fluorescent box next to it. This allows more freedom and comfort for customers in the main front of the shop.

All of the shelves used in the installation are adjustable and have plastic laminated surface fitted with a ticket edge (available in many colours) and white insert. The back panels, coloured to choice, are in an acrylic washable finish.

Divided Bin Trays

A number of sloping bin trays were used, complete with fully adjustable glass dividers. They have a coloured base of either blue or white surround, positioned conveniently downwards at an angle of 15 degrees. The whole shop, including the dispensary, was refitted in one day, using about twenty wall units, five counters and two display gondolas, all from the company's standard range of adjustable units.

The overall object had been achieved to the client's complete satisfaction. Mr. M. L. Morgan, who has managed the shop for three years, does not even complain about the local council's latest imposition of two yellow "no parking/waiting" lines outside his premises.

His turnover has increased in spite of the parking ban. Customers shop in more spacious, comfortable and modern surroundings, and the refitting was carried out with a minimum of fuss and bother. *Picture below.*





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TO
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FROM
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SHELVING AND EQUIPMENT

A Trio

FROM Versatile Fittings (WHS), Ltd., Bicester Road, Aylesbury, Bucks, comes a trio of suspension systems.

G-Power is a complete slotted channel and modular system with a wide range of interchangeable components and accessories; brackets incorporate a fingertip positive locking device which locks the bracket firmly to the slotted channelling. Speed and simplicity of assembly, strength and tremendous adaptability are the keynotes of G-Power.



The system can be supplied either for wall-fixing or freestanding use. In a slotted channel system the position of the shelf brackets on the channelling is dictated by the distance between slots. The Versi-Fit modular system employs a recessed channelling permitting of any desired bracket position. And locking the brackets in position involves merely the turn of a screwdriver on one screw only. Suited to heavier applications, Versi-Fit can also be supplied for wall fixing or freestanding use. Wil-Power is adaptable, easy to

handle and erect, good-looking and strong. It employs the "wrap-around" method of shelf bracket fixing; the brackets clamp round the wallstrips and uprights. In common with Versi-Fit, therefore, the brackets can be fixed at any point on the uprights, but with an added lateral rigidity due to the method of clamping. Bracket locking is achieved by the tightening of one screw, and the strength of the system is suited to heavier applications, whether wall-fixed or freestanding. It embodies a square-tube construction system with a unique twist-lock method of assembly. It can be built, extended, amended and dismantled again and again. A half-turn with a special key gives a rigid join instantly. A further half-turn frees the components for re-use. Versi-Form comes in three sizes, three strengths: 12.7 mm ($\frac{1}{2}$ in) tube, 18 mm ($\frac{3}{4}$ in) tube, 25.4 mm (1 in) tube. It offers four-fold economy. Economy of price. Economy of storage space. Economy of assembly time. Plus the ultimate economy of re-usable components.

From Sweden

INTRODUCED recently by Remington Rand division of Sperry Rand, Ltd., 65 Holborn Viaduct, London, E.C.1, the Skandex range of modular shelving and display equipment, manufactured in Sweden by Remington is notable both for its versatility and elegance. Extreme flexibility is achieved by an unusually wide range of components—over 100 in all—allows the erection of display or storage shelving bays of any width and almost any height, wall-fixed or freestanding. They are designed either for use with the steel shelves available as part of the system, or wood or glass shelves supplied by the purchaser. The shelves may be supported horizontally or in a downward-sloping direction, a change being made at any time, if desired, simply by a substitution of brackets.

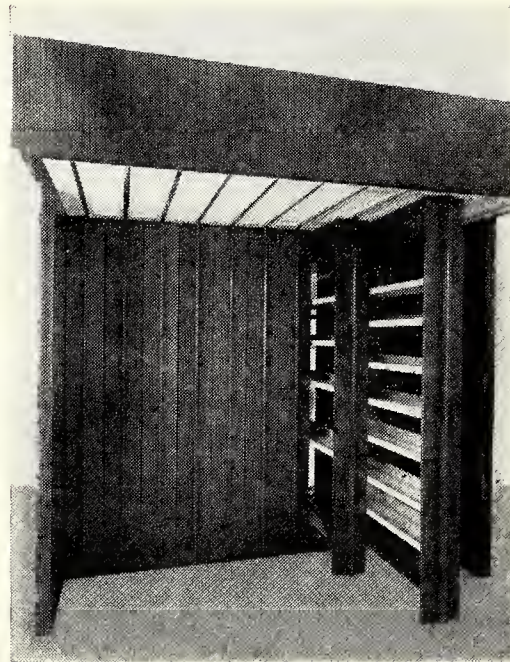
Below: Skandex shelving in use in a pharmacy.



Skandex system offers a choice of uprights depending upon whether lightweight or heavy items are displayed. All uprights are slotted to allow shelf height adjustment at $1\frac{1}{8}$ in intervals and are available in up to ten standard lengths. Those for wall fixing are of U-tube. Free-standing units are in a box section with floor and ceiling sockets that cause a minimum of damage and are easily fixed. All components are stove enamelled. The standard colour is light grey, but black or white can be supplied to special order. Skandex components are available through shopfitters throughout the United Kingdom.

Space Saving

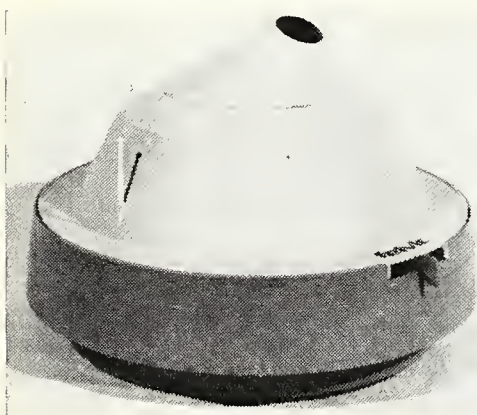
THE Dispensmaster Major is a sophisticated unit providing storage in depth and designed to meet the growing demand for binned shelves to facilitate stock control and housed in a unit providing security and protection from dust. Each shelf is adjustable, having grooved risers on each long edge to



enable the use of adjustable dividers for binning purposes and to prevent items falling off the shelves, also to provide convenient holders for stock cards. The unit is manufactured to sizes and specific requirements, with as many pull-out sections as are required but with a minimum of five sections. The pull-out sections are suspended on ball bearing overhead gear thus leaving the floor in front of the unit completely clear. The sections are normally 6 ft 8 in high and 44 in wide. The shelves are 8 in deep. The unit has a fixed bottom shelf and seven adjustable shelves, providing 30 ft run of fully adjustable stock control shelving. Shelves are faced with white plastic laminate as also are the outside faces of the risers. Where it is desired a unit can be sited in the middle of a room so that the pull-out sections can be used from both sides. Illumination by fluorescent lighting over Perspex diffusing panels is optional and dependant upon the siting of the unit.

Portable Air Conditioner

THE Airlux air conditioner, manufactured by Air Improvement Services, Ltd., 21 Foxley Lane, Purley, Surrey, freshens and circulates the air in winter and cools it in summer, providing always the correct level of relative humidity. Simple in design and operation, the

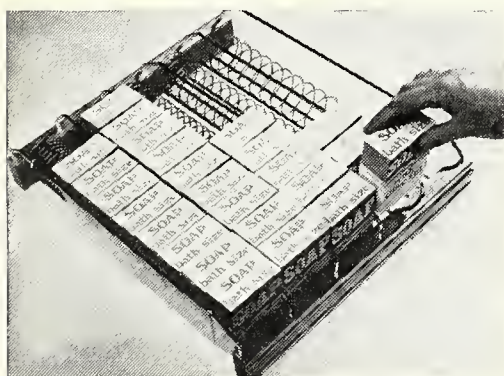


conditioner is made of a special shock-proof plastic. A conventional ventilation fan has been replaced by an atomisation disc surrounded by calibrated air/water orifices. By drawing the ambient air into the mixing chamber, where atomised cold-water particles are added, the air is considerably cooled and blown back fresh, cool, and correctly humidified into the surrounding atmosphere by a directional air cone.

Ice-cubes may be added into the mixing chamber, as well as a few drops of any proprietary brand of air-freshening liquid to increase the cooling effect and overcome stale or unpleasant odours in the surrounding air. Only 14½ in in diameter, the Airlux weighs 7 lb and is available in two-tone grey. Price: £24 19s. 6d.

Keeping it to the Front

WALKERS of Manchester, Little Newton Street, Manchester 4, are marketing a standard version of the Selspring merchandising unit they launched in 1968. The new unit keeps products permanently to the front of a display by a patented spring device, generating impulse buying by creating the appear-



ance of a constantly full shelf. Adaptable to an unlimited range of products and packs, the unit was formerly tailor-made to individual customers' requirements. The new standard version is in stainless steel and may be bought by the foot run to suit any length of

shelving or display situation. Each unit has chrome runners adjustable for different products, and provision for a pricing strip. A leaflet available on request describes the system.

Artificial Plants

LIFE-LIKE artificial plants are now widely used as an aid to creating atmosphere in display schemes. The "plants", created by Chorley Floral Products (Uxbridge), Ltd., 35 High Street, Laundry Yard, Uxbridge, Middx.



are washable, and need no attention apart from dusting and an occasional wipe over with a damp cloth. They are realistic in colour, shape and texture, and the company also offer "arrangements" for use on reception desks, counters or in showrooms and consulting rooms with modern schemes.

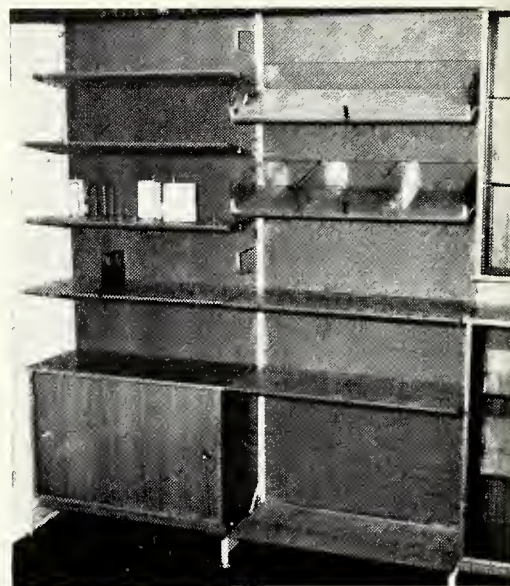
A Continuously Moving Message

NOW available from Display Electrics, Ltd., 59 Lansdowne Place, Hove, Sussex, BN3 1GH, is the mark six Newsreel continuously moving illuminated display sign. The Mark Six has a veneered case with windows on both sides of the model, so that its advertising message can be seen from two viewpoints and is visible by day as well as by night. Its operation is simple. The action is like that of a bicycle chain, each link carrying a letter-holder running in tracks on Neoprene rollers. Words are made from the comprehensive do-it-yourself letter kit supplied. It

contains 200 letters, numerals, symbols, etc., printed on rigid, clear plastic plates (forty each red, blue, green, yellow and white filters). Extra characters and filters are available, if required. Price, including kit, is £80.

From Scandinavia

Recently introduced from Scandinavia and now made in England by Modern Merchandising Services, PO Box 17, Vicarage Street, Oldbury, Warley, Worcestershire, the Modal system of modular shop equipment is based on the familiar slotted uprights, but with a unique end-fixing bracket so arranged that the beech veneered shelves can be adjusted for slope or position without removal. The brackets are



interchangeable between shelf sizes in a matter of seconds as no screws are used; and the shelves are in two module lengths 2 ft 10 in or 2 ft, so that any length of wall can be covered. Shelf depths range from 9 in to 24 in are fitted with a new type of unobtrusive ticket edging. Glass fronted cupboards, cabinets, drawer units and back panels are also available and are made to the same basic modules for complete interchangeability between wall fixed, free standing or island assemblies.



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EPPING'S OLDEST PHARMACY BECOMES ITS NEWEST

**E. H. SLATER, LTD.
PLANS FOR A
BIG LEAP AHEAD**

THE present pharmacy of E. H. Slater, Ltd., of Epping, Essex has a 48-ft window frontage within an overall property site 66 ft wide on the north-west side of the High Street, at a point where the main shopping centre begins to tail off north-eastwards. The shopfront, though in fact only fourteen years old, has a "period" elegance that persuades recent customers that it should be preserved as having historical importance. That impression may arise in part from the fact that the shopfront blends so well with the brickwork above that it makes a composite whole of some distinction, and certainly from its harmony with the street as a whole which, under Civic Trust advice, was given a

face lift a few years ago. Many customers, too, are aware that the business itself has a long history, while perhaps forgetting what it formerly looked like. The business is, in fact, celebrating its 150th anniversary this year. Not for much longer, however, will even that fourteen-year-old shopfront remain.

Work is about to begin on a comprehensive reconstruction involving adjoining shops at present empty, and culminating in a new Slaters pharmacy, flanked rightwards by a bank and by a supermarket of 13,000 sq. ft selling area. Frontage of the new pharmacy will be somewhat reduced (to 28 ft) but the sales area will be around 300 per cent. greater than in the present premises. It will also be more productive, since some of the present floor space is little more than passage-way without much sales capacity.

Keeping Continuity

The special flavour of the present shopfront is being given again to the new one. There will still be the blue facia with gilt metal letters and mortar-and-pestle symbols. Again there will be semi-circular fanlights above the display windows. But there will be important differences. The two windows on either side of the central entrance will each be 4ft 6in side instead of 3ft, will be undivided and will have plate-glass sliding-door backs instead of being panel-backed and self-contained. The aim is to give an open invitation to the passer-by to enter and see what is offered on the shelves and gondolas within. Instead of the two narrow and widely separated doorways of the present pharmacy there will be a central doorway 5 ft wide, with two glass doors open during business hours (hot-air-curtained in cold weather).

From the front of the shop to the dispensary behind the main counter at the rear, the plan shows a depth of 104 ft. The left-hand side of the shop will be taken up with a photographic depart-

ment backed by a 56-ft run of Nordia units, seventeen in all. Customers for films will make their purchases, and hand in exposed films for processing, at a counter set aside for the purpose, thus enabling potential buyers of equipment and apparatus to be free from interruption while choosing, and providing the added facility that, if a piece of apparatus needs demonstrating, they may sit at a table with a salesman/demonstrator and take in its technical details at their own speed.

Further to the rear, still on the left-hand side, are a large projection room and passport studio and another room that will do duty as fitting room for surgical appliances and elastic hosiery (or, on occasion, as demonstration room for a comprehensive range of agency cosmetics).

The photographic department has long been of major importance. It is the town's major photographic business despite "specialist" competition and its "image" is maintained by the unusual hobby of Mr. R. D. Stebbings, the superintendent director, who has been an aircraft pilot for almost thirty years and is widely known for his aerial photographs, many of which have figured prominently in the Press (with a mention of Slaters photographic department). That has been usually in connection with proposed development schemes, airport locations, and the like. A thick album of aerial photographs is kept in the department for interested customers to look through.

The right-hand side of the shop is being taken up with a run of no less than twenty-eight 3 ft 3 in Nordia wall units. A prescription customer passes them all in reaching the dispensary at the rear. In front of the dispensary will be a counter at which restricted medicines will be supplied or customers given advice. The counter is under the direct observation and control of the pharmacist in the dispensary. That counter will boast a special showcase, in which, while under a glass barrier, products such as Veganin and Navidrex



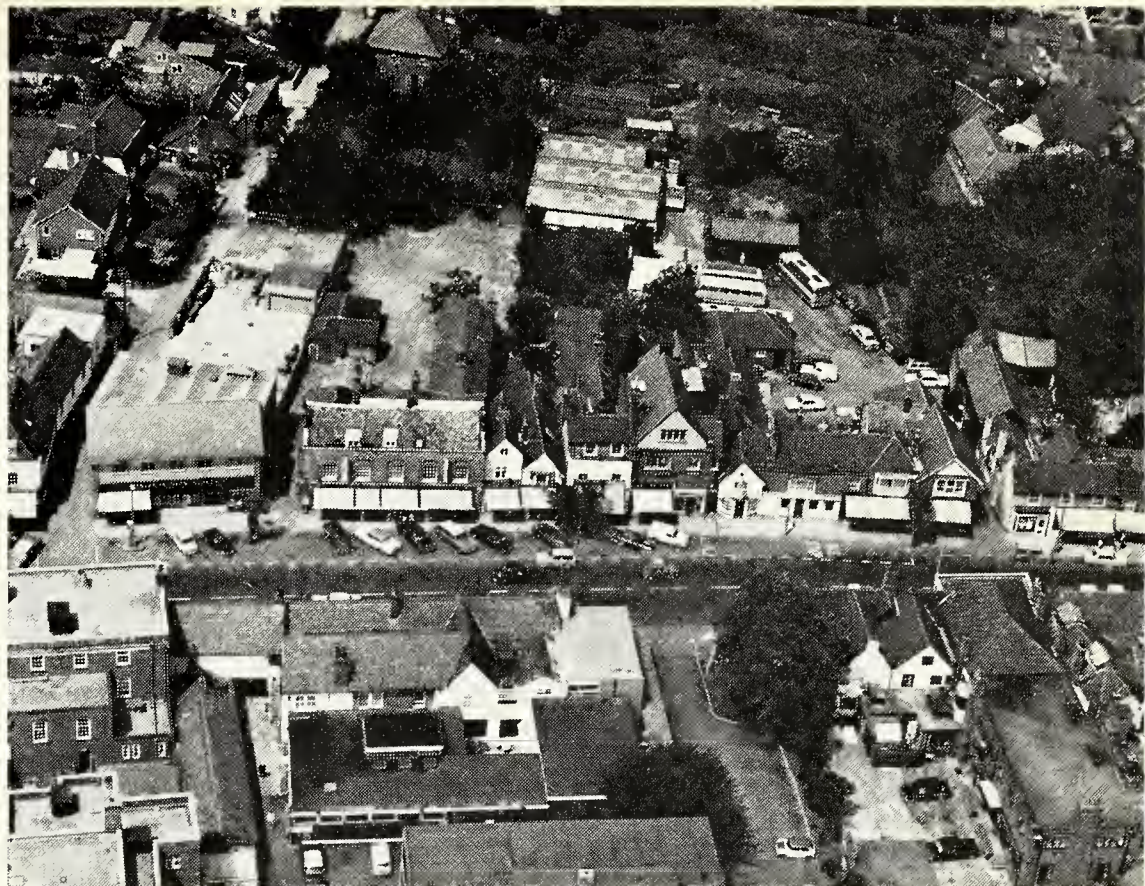
will be on display.

In the central area of the shop there are, from the front, a series of island-site glass-binned store-type gondolas displaying photographic accessories, household products, seasonal merchandise and, at rear, a back-to-back row of ten upholstered seats for waiting prescription customers.

Pre-planning

Into the plans for the development have gone a great deal of analysis of trading trends and working-out of targets, prompted by the experience that, while overheads are constantly rising, profits have not been keeping pace. The pharmacy has a long record of successful trading, due to timely adaptation as circumstances have changed. Its continuity goes back to 1819 when, so the legend goes, a Mr. Rowlands was walking from Wales through England looking for a place in which to set up as a chemist and druggist when, having reached Epping, he decided that here was his answer. Rowlands' shop was on the south-east side of the road, but he later migrated across the street. In 1904 the business was acquired from the second Mr. Rowlands by Mr. E. H. Slater, who previously had been managing the drug department of Jones Bros., Holloway Road, London. Slater transferred the business further along the High Street, to premises that had, as related in *Glaxo Topics* (November 1961) been built as an inn (the White Hart), then converted into a dwelling-house and used for part of its life as the surgery of an apothecary. The pharmacy was installed in one-half of that double-fronted house.

In 1946 Mr. Slater was joined by Mr. R. D. Stebbings, newly returned to Britain after war service in fighter aircraft, and in the following year a spacious dispensary was added to the premises. In 1953, when Mr. Slater died, Mr. Stebbings became the pharmacy's proprietor. In 1955 he took over a cafe and bakery next door (and personally ran it as such for a few months) before the premises were reconstructed and



Epping High Street as photographed from the air by Mr. R. D. Stebbings

incorporated into the pharmacy, giving it the 48-ft frontage it has had from that time.

In the past decade the pharmacy has become affected, like many another, by the High Street trading revolution. As Mr. Stebbings sees it, the shoppers of the new generation are conditioned to look around shelves for their purchases, and have acquired a reluctance to enter a shop in which they are not obviously free to wander round. Hence the transparent-backed windows and large open (and carpeted) sales area of the new plan. That also lends itself to ready reorganisation of fixtures and departments as interest switches or drifts to new goods or classes of goods. Emphasis is laid in the new layout not on self-service but on retaining a large staff for assisted service.

The ground floor will be heated by gas-operated air-conditioning from a room on the first floor, whose boiler

will also provide radiator heating on that floor. Accommodation on the first floor will include a staff room with automatic tea/coffee machine and a large bonded stockroom supplied by electric lift at the rear of premises. Also on the first floor are located the main and director's offices.

The architect in charge is Mr. R. J. Harrison, from the firm of developers: Howell Brooks and Partners. There was also close co-operation with Mr. Long of the National Pharmaceutical Union's Pharmacy Modernisation Department.

The shopfront is being installed by Supreme Shopfitters, who are also responsible for the dispensary, except that some Francome metal security cabinets are being installed. Rollstone metal shelving on rails has been selected for both dispensary and stockroom.

Family and Staff

Staffwise the pharmacy is organised departmentally. Dispensary ordering is done by Mr. Frank Norris, M.P.S., and ordering for the chemist department by Mr. Paul Stebbings, son of Mr. Ray Stebbings. Mrs. Mona Margetts runs the cosmetics department, and the photographic department is managed jointly by Mr. Peter Waters and Miss Hazel Dunkley. All are knowledgeable on their subjects. When Mr. Ray's father, Mr. Lewis Stebbings, retired from his own business in 1955 he became a director of E. H. Slater, Ltd., and still lends an active hand. So there are three generations of Stebbings family working on the scene.

All in all, Epping's oldest pharmacy, now in process of becoming its newest, should be well placed to enter a further long period of prosperity in the new town-centre conditions, so far as they can be forecast.



FROM LEFT TO RIGHT

Rowland's second premises, to which he transferred in 1819. From a print dated 1876 in the council chamber of Epping urban district

Slater's pharmacy in 1946

Ten years later, with next-door addition not yet incorporated into the overall frontage

Final appearance of the pharmacy before demolition

SECURITY DEVICES FOR THE PHARMACY

J. J. MOCKRIDGE
(manager,
security grille
division,
Pollards of
London)

YEAR by year the crime statistics graph relating to "smash and grab", forced entry and drug-stealing from business premises increases. Chemists who are also stockists of valuable photographic equipment and the more expensive cosmetics are high on the raider's list. The truth of those statements is highlighted in the latest annual report of the Chemists' Mutual Insurance Company, which records that claims under burglary account continue to run at a "very high level". During the year the claims involved the sum of £52,978 in settlements.

To obtain full business potential and turnover of merchandise, it is essential to have inviting and fully illuminated window displays. Such displays attract the genuine customer—but they also tempt the more questionable elements of society. It is essential to protect from forced entry not only premises but also valuable window and interior displays and drug stocks.

Grilles

Any victim of forced entry or "smash and grab" will realise, in retrospect, the disruption of business, loss of stock and increased insurance premiums that result from ineffective safeguards haphazardly carried out. The most suitable method of protecting window displays is with security grilles behind the glass, or by installing anti-thief glass. As such glass requires special framing, it can involve considerable outlay. Top-quality anti-thief glass gives practically complete protec-



Retractable window grille protecting valuable photographic equipment.

tion, but does not deter the unsuspecting "smash and grab" raider. Once damaged it has to be completely replaced.

Though admittedly they detract slightly from the display, security grilles are less expensive to fit. Retractable grilles are available that may be raised out of sight during normal business hours or if a particular display does not demand protection. Retraction also allows the glass to be cleaned. Raising, lowering and locking the grille is controlled from a remote position within the shop, eliminating any need to disturb the display.

Modern grilles, stove enamelled to suit or merge with surrounding décor, can be strong, slim and attractively designed. They give considerable resistance to attack, and are accepted by insurance companies as a suitable method of protection. Various mesh sizes and designs are available and choice of mesh size being related to the articles to be protected. The complete installation is normally a matter of a few hours' work. It should give many years' trouble-free service.

Before being committed to any installation, the shopkeeper should obtain several quotations, carefully checking specification and prices. It is most important to inspect a sample of the grille—photographs and illustrations can be misleading.

For insurance purposes it is necessary to protect the windows up to 6 ft. 6 in. from pavement level, and retractable grilles specially designed for that purpose are available. They may be raised out of view to the top of the window if desired. Full window coverage is recommended in certain areas with expensive high-risk displays. Retractable security grilles may also be effectively employed for protecting windows at the rear of premises and openings to areas

in which drugs are usually stored.

Glazed entrance doors, a favourite target for the forced-entry man, may be economically protected with "fixed" grilles attached to the door frames by means of thumb screws, so that they may be easily removed during business hours. Among the makers of suitable grilles are POLLARDS OF LONDON, Highbury Grove, London, N.5, who give details elsewhere in this issue.

OTHER DEVICES

Locks

Insurance companies usually insist on shop doors being fitted with locks of a minimum standard. In that connection the British Standards Institution provide an accepted standard specification (No. 3621): "Thief-resistant Locks for Hinged Doors". When deciding on the type of lock to use it is good policy to choose the best. The extra cost of a superior lock, when spread over its useful life, is usually only marginal and during the whole time a higher degree of protection is afforded.

Many well known manufacturers specialise in the manufacture of such locks; they will advise and supply literature on their products if difficulty is experienced locally. Among such manufacturers are:—

BANHAM'S PATENT LOCKS, LTD., 233 Kensington High Street, London, W.8. The company offer, among others, their M/101 mortise dead lock, which incorporates a hardened saw-proof bolt and an anti-picking device. They also supply grilles and safes and, more recently, are installing burglar alarms.

CHUBB & SONS LOCK AND SAFE CO., LTD., Tottenham Street, London, W.1. Messrs Chubb recommend their 3G 110 mortise deadlock for the front door of a shop and their 3K 70—an

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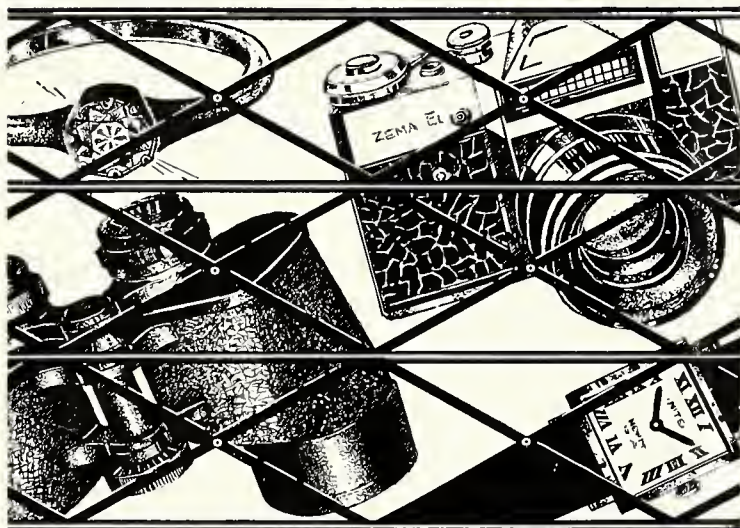
Position/occupation _____

Business address _____

Telephone Number _____

CD 5

SECURITY GRILLES

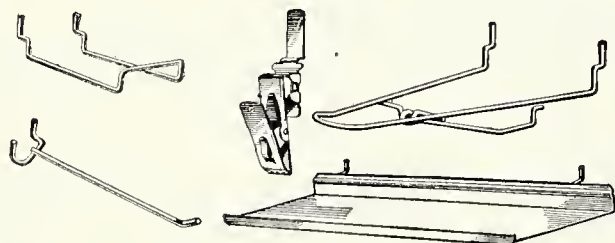


Pollards Retractable Security Grilles are specially designed for the protection of valuable window displays. Straight or curved, these all-steel grilles are constructed to resist persistent attempts at forced entry, yet have a slim attractive appearance which detracts little from the merchandise on show. Available stove enamelled any colour. Write for illustrated brochure.

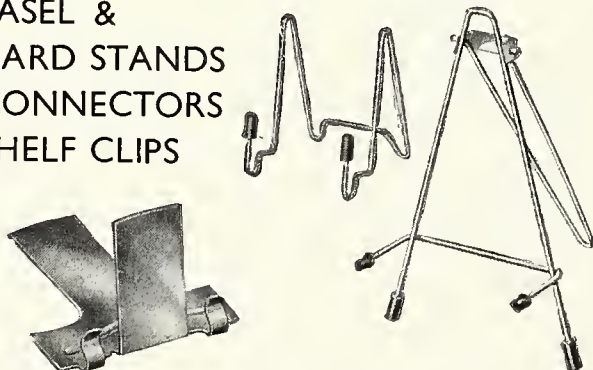
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upright two-bolt mortise lock—for a back door. Alternatives which accord to the B.S. specification are 3G 114 for the front and 3K 74 for the back. The 3G 110 lock which can be supplied in two different finishes, contains a 5-detainer security mechanism providing for many key variations. Skeleton keys cannot open the lock and there are three devices which give protection against picking.

INGERSOLL LOCKS, LTD., 89 Kingsway, London, W.C.2. The company supply, for shops with plate-glass doors, the Ingersoll AP74, which can be fitted to most types of glazed doors with metal stiles or rails; it incorporates two ten-lever cylinders, and may be locked or



unlocked from either side. Messrs. Ingersoll also manufacture heavy-duty padlocks, among the latest being the AW 712, whose raised shoulders cover the sides and front of the shackle, and the HS 712 with high shoulders that totally cover the sides of the shackle. The padlocks are designed so as to leave no vulnerable access for modern cutting instruments, and would give a high degree of security, the makers state, when in use on drug cupboards, back entrances or outbuildings.

KABA LOCKS, LTD., 75 Victoria Street, London, S.W.1, market a Swiss lock that can incorporate up to twenty pin tumblers with keys completely different from the conventional serrated-edge type. The lock is said to be suitable for such metal equipment as medicine cabinets. A minimum of twelve pin tumblers are arranged in four separate lines instead of the single line of five-pin tumblers in most cylinder locks. The arrangement is claimed to give over 100 million permutations so as to provide maximum protection against picking, and the number can be increased to suit different master and submaster combinations. Instead of a serrated edge, the key has straight edges and dimples milled at four different depths and two different angles. The makers say that their KV 31 lock has been supplied

recently under contract to the Ministry of Health for use on an alarm system allied to medicine cabinets and is being installed in hospitals nationally to protect supplies of Dangerous Drugs, etc.

JOSIAH PARKES & SONS LTD., Union Works, Gower Street, Willenhall, Staffs, are makers of 5-lever mortise deadlock No. 2127, manufactured in accordance with British Standard Specification. The bolt is of aluminium bronze. Operation is by five levers, each with false notches, and a thrower. The striking plate protects the bolt from attack by jemmy or crow-bar, and the lock case is fitted with hardened steel plates to counter attempts to drill into the mechanism.

Burglar-alarm Systems

The prime function of a burglar-alarm system is to detect an intruder and to relate that particular intelligence to those who may take immediate appropriate action. However good or sophisticated the detection devices, therefore, the alarm is ineffectual unless connected by adequate transmission to those whose job it is to respond to the alarm condition. There are times, of course, when a local alarm bell may be justified on the grounds that it acts as a suitable deterrent. Wherever possible, however, the system should be supervised and controlled by a central station that has adequate means of receiving and recording opening-and-closing procedures, together with alarm and trouble signals, and of initiating action by police and subscribers.

ELECTRIC PROTECTION SERVICES (a division of American District Telegraph Co.), 26 Old Bailey, London, E.C.4, specialise in fire, burglar and supervisory alarm services. By entering into contractual agreement for a period of five years, E.P.S. are able to undertake to maintain the systems in good operative order throughout the agreement period and to extend that period for another agreement term. To obtain maximum security, each system must be tailored to the individual requirements of a subscriber. Nevertheless it is possible for types of systems to evolve and the company have perhaps the widest range of systems and devices to cater for all from the simplest to the most complex requirements.

Electronic-scanning Camera

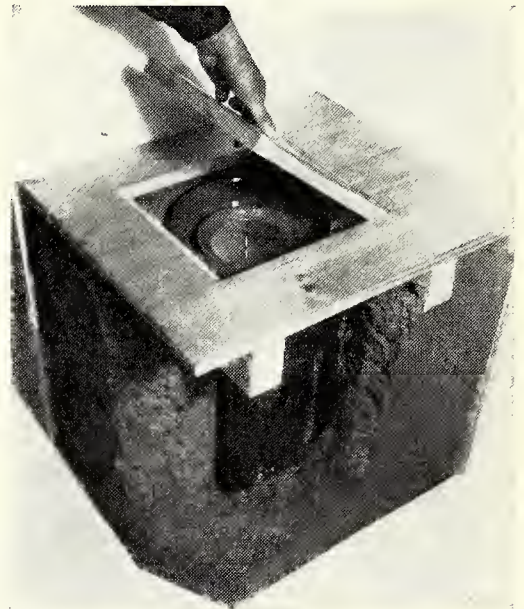
One of the latest and perhaps most sophisticated items of anti-pilferage equipment to be employed by shops is a viewing device. The device is usually mounted on or near to the ceiling and it contains lenses for scanning up to about 2,000 sq. ft. One maker of this equipment is Photo-Scan (London) Ltd., P.O. Box 231, Shepperton, Middlesex, who claim that its installation provides a unique deterrent to the would-be shop-lifter.

The Photo-Scan can contain either a television camera activating a monitor (that is, a television screen) or a time-lapse camera that automatically records a photograph at set intervals varying

from 2 seconds to 1 hour or when triggered. Installation and maintenance expenses are included in the rental fee and already at least ten pharmacies in the London area have the device installed. One pharmacist whose premises have been equipped with the Photo-Scan reports that, besides acting as a deterrent for potential shoplifters, it has proved an excellent means of keeping in touch with the shop, so as to ensure that customers are getting attention.

Safes

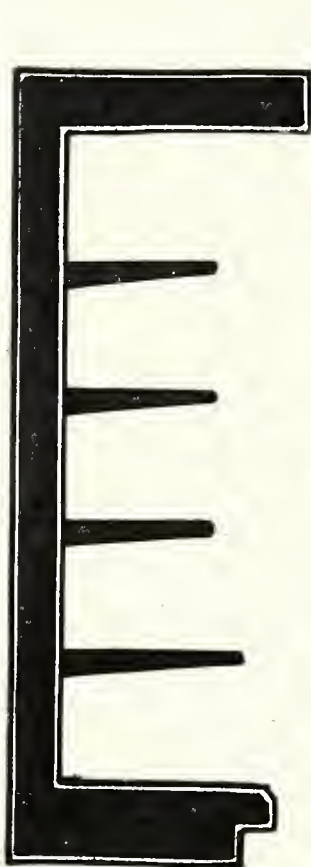
When banks close from Friday afternoon until Monday morning bigger cash floats will be called for by businesses, whether for change or for obliging the odd regular customer who asks for a cheque to be cashed—a service the pharmacist is likely to be asked to perform more often in the future. Except at banks, three of every four safes in use today are inadequate, being fifty years old or more. For cash that is not put into the night safe of a bank there



are a number of small safes designed for installation in some inconspicuous position. Besides being irremovable they have the advantage that their presence is unsuspected by burglars. One such example is provided by Chubb & Sons Lock and Safe Co., Ltd. As the illustration shows, it is fitted beneath the floor boards and embedded in concrete. The door is a solid steel casting with drill and explosive protection included.

Most of the makers of security devices will send an expert to look over premises and suggest the best types of security that should be employed. The service is usually offered free, but for places a long way from the company's headquarters it may be necessary to wait until the representative can make several calls in the neighbourhood.

It is up to all pharmacists to see that their premises and stock are as secure as possible. Insurance companies are not philanthropic organisations and the more they are called on to pay out to satisfy claims the higher will be the premiums.



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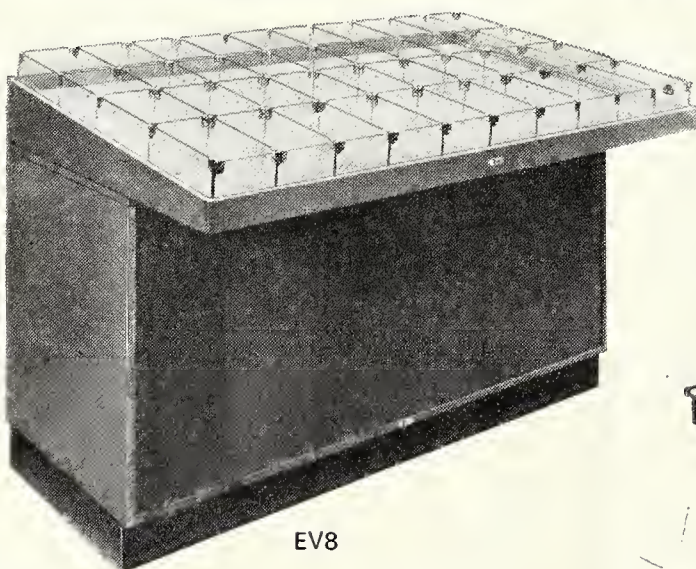
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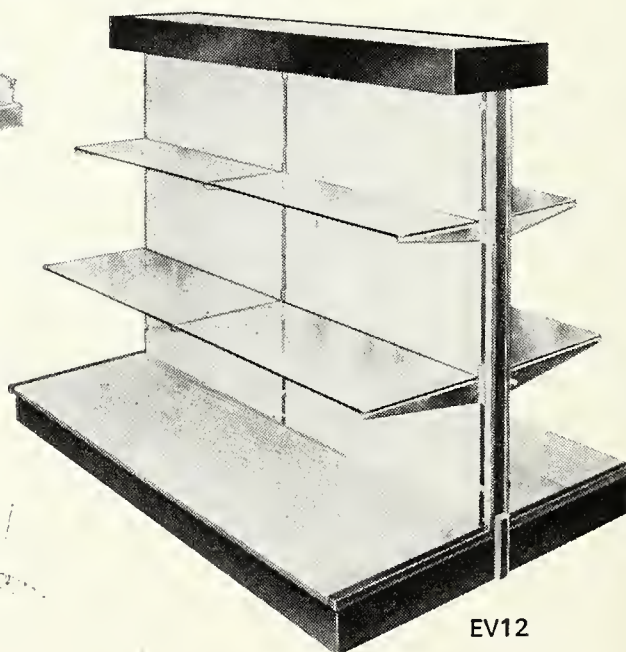
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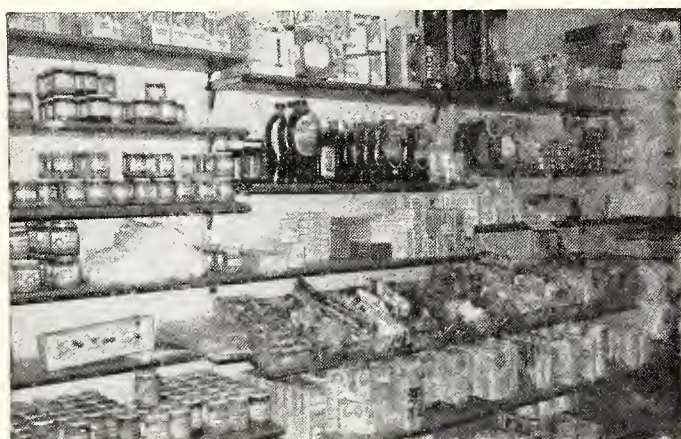
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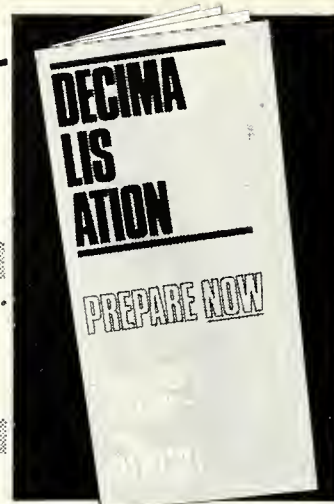
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Desirable though these services are, they represent additional capital and running costs at a time when expenses are rising everywhere. There is thus a continual incentive to look for the fuel that will give the most efficient service at the cheapest price.

When all relevant factors are considered, the gas industry believes it can offer the best solution to the chemist's shop heating and hot water requirements.

Gas is a flexible, controllable and clean fuel (natural gas, which is non-toxic and completely sulphur-free, will be cleaner still). It is supplied at a guaranteed calorific value direct to the point of use, which eliminates costly and space-consuming storage tanks or bunkers and avoids the regular deliveries of fuel that can waste staff time and cause traffic congestion in the vicinity of the shop.

These advantages represent useful "plus factors," which are worth money and must be taken into consideration when comparing the prices of alternative fuels. The precise value to be placed on these advantages of gas will obviously vary from one business to another, but they have often been sufficient in the past to make gas the cheapest fuel overall, even when a straight price

comparison, on a per-therm basis, was unfavourable to gas.

Now that the arrival of large quantities of North Sea gas has opened up the prospect of lower prices, the fuel will be even more competitive and is favourably placed to capture a large share of the expanding shop heating load. All the Area Boards are drawing up new tariffs for what is known as the commercial load (of which shops form a part) and these will show significant price reductions, with the promise of still further reductions in the longer term as the costs of laying new distribution mains and converting existing appliances are amortised.

For those who are contemplating taking advantage of lower gas prices, heating systems suitable for all premises and individual requirements are available. Basic choice is between the gas boiler linked to radiators and the warm-air system.

A wide range of gas boilers is available from a number of leading manufacturers, covering all outputs up to millions of Btu/hr. for the larger premises. All gas boilers are fully automatic and supply hot water to radiators or fanned water-to-air heat exchanger units, sited wherever required. Fanned convectors can be incorporated in shop fittings or panelling to form part of the décor. The boiler will also provide ample hot water wherever it is needed.

A hot-water system can generally be installed in an existing shop without too much difficulty, but a warm-air system, in which the warmth is distributed through ductwork, is probably best installed in new premises or when a major reconstruction is taking place. The ductwork can be installed in false ceilings, along the walls at high level (e.g. above display shelves) or incorporated in the base of shop fittings.

Automatic Warm-air Heaters

Gas fired warm-air heaters are fully automatic and have the advantage that, in hot weather, the heater may be switched off and the fans used to circulate cool air through the premises. The air heater does not provide domestic hot water, but that can be supplied by gas-fired water heaters, either of the instantaneous or of the storage type, located at the points of use.

Where heating requirements vary throughout the premises they can be satisfied from a central source, using different heat distribution arrangements to meet varying needs. For example, a gas-fired boiler can supply hot water to heater batteries in the sales area. Air is forced over the batteries by fans, and circulates through the area as warm air. Elsewhere, for example in storage areas or the dispensary, hot-water radiators, supplied from the same central boiler, may provide the most effective solution. Hot water for the dispensary wash-hand basin, etc., comes from the same source.

Gas is a versatile fuel and there may

be other uses to which it can be put, such as a warm-air curtain over the entrance to the shop, enabling the door to be kept open even in chilly weather, so offering a psychological inducement to enter. Gas-fired incinerators are useful for disposing of the large quantities of combustible waste of all kinds that is generated in every shop. With an after-burner in the flue, the modern incinerator yields a smokeless discharge, complying with the Clean Air Act.

Space is always a problem in every establishment and, although the modern gas boiler or air heater is a compact unit, the space it would otherwise occupy can be put to more productive use if the appliance is sited on the roof, which has the additional advantage of requiring only a short flue.

Flueing problems, in any case, seldom cause difficulty with gas-fired installations. Many appliances are available in balanced flue form, for installation against or adjacent to an outside wall. Air for combustion is drawn in from outside the building and the products of combustion are discharged to atmosphere.

For installations where neither a chimney nor the balanced flue is available, the fan-diluted flue principle can be applied. Fresh air is drawn in, mixed with the combustion products and discharged in a diluted form that complies with clean-air legislation, even if emitted at ground-floor level in built-up areas.

Each installation must be considered on its merits when deciding which flue system and, indeed, which type of heating system to install. Advice on all aspects of the problem is available from the local Gas Board, while the Gas Council has a Commercial Heating Centre at 139 Tottenham Court Road, London, W.C.1, where advice is available and typical appliances are on show.

All gas equipment installed from now on is being fitted with bi-gas burners that will burn town gas until natural gas is available in the area, when a simple adjustment enables them to operate equally efficiently on the new supply. Existing appliances, installed before the North Sea gas era, will also be readily convertible in the great majority of instances. There is thus no reason why both actual and potential users of gas should not share in the benefits that North Sea gas will bring.

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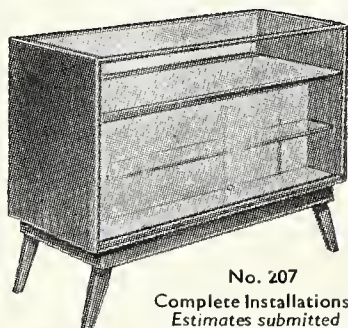
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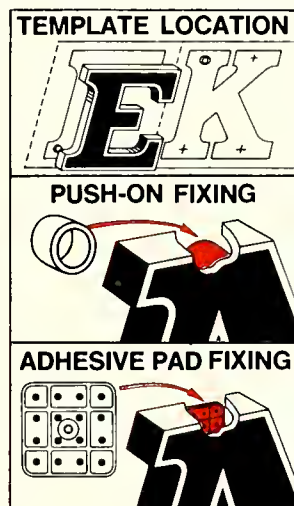
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